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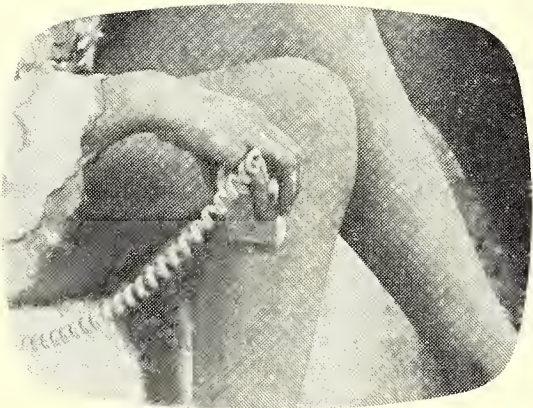
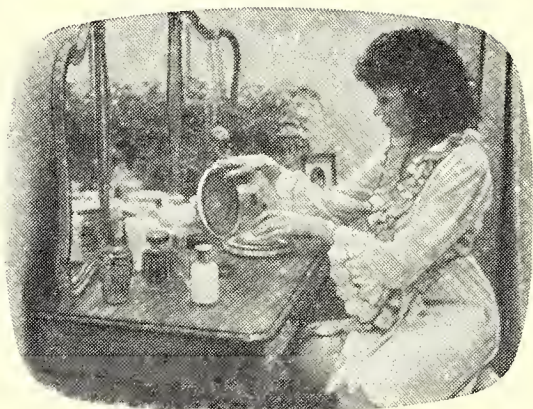
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SPECIAL SECTION

Remuneration background, next moves

Target dates for safety containers

BP Conference programme



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Chemist & Druggist

The newsweekly for pharmacy

3 May 1975 Vol. 203 No. 4962

116th year of publication

Editor Arthur Wright, FPS, DBA

Publisher James Lear

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**Published Saturdays by
Benn Brothers Ltd**

25 New Street Square
London EC4A 3JA

**Editorial and advertise-
ment offices**

25 New Street Square
London EC4A 3JA
01-353 3212

Subscription Dept. Lyon
Tower, 125 High Street,
Colliers Wood, London SW19
2JN 01-542 8575

**Subscription Home and
Overseas** £18 per annum
40p per copy (by post 50p)

**Regional advertisement
offices**

Midlands: 240-244 Stratford
Rd, Shirley, Solihull, Warwicks
021 744 4427

North East: Permanent House,
The Headrow, Leeds LS1 8DF
0532 452841

Scottish: 74 Drymen Road,
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Comment

Worthy achievement

As the chemist contractors' representatives are first to point out, negotiations on remuneration are a continuous process, but last week's announcement of a further 3½p per prescription must surely rank as something of a landmark. All concerned must be congratulated on surviving the brickbats of justifiably worried contractors and pressing their claim to fulfilment, and in particular on achieving the Department's acceptance of the principle of "projecting" costs in the light of rapid inflation (p585).

However, contractors need to remember that the current increase is not going to solve their problems on its own. Many of the higher overheads being reimbursed—rates, rents, fuel, etc—are shared between the NHS and counter turnover in the remuneration calculation and unless the chemist can achieve equal success in his retailing activities he may still find himself short of cash to meet his bills.

The Contractors Committee does not intend (and would not be allowed) to rest on its laurels—as our report shows, there are many unresolved claims, including the major negotiating points of notional salary and profit margin. The Department's representatives are unlikely to be swayed by intimidation, but it cannot have escaped their notice that rank-and-file contractors have been snapping at their leaders' heels in recent months, urged on by mounting cash-flow difficulties and increasing legislative burdens.

The Department should be ready to react swiftly when the Committee's claims are revised following consideration of other pay awards and the latest inquiry reports. In particular the Government side should curb its natural desire to aim for a shortfall in payments to chemists in the year's "balance sheet". Until the Government can demonstrate its ability to halt the inflationary spiral, chemists are unlikely to find themselves in the enviable overpayment situation.

The Contractors Committee have achieved a great step forward. They must, however, maintain their momentum—it is all too easy to lose ground.

Containers

The inference from the reactions of "interested parties" is that the Government's decision to go ahead to a limited extent with the enforced use of child-resistant containers (p586) has been announced prior to the usual full consultation. No doubt the Ministers have in mind the existence of Mrs Jill Knight's sweeping Bill and the mounting pressure from other quarters, and wish to head off criticism of their alleged inactivity.

The critics may be silenced but, as *C&D* has stated consistently over the past year, mistakes in hurried legislation would be costly for the industry and perhaps damaging to public attitudes and confidence.

The decision should therefore be regarded as a means of speeding up the research and discussion process by setting a time scale.

Haemorrhoids and Pruritus

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Contractors' costs to be reviewed more often

Chemist contractors' representatives won more than extra money in the round of negotiations that ended in last week's extra 3½p per prescription—they have convinced the Department of Health that payments to chemists should reflect predicted trends in costs and be linked to more frequent cost reviews in the light of spiralling inflation.

The principle was granted by Dr David Owen, Minister of State, after the Central NHS Committee had told him chemists could no longer wait until costs had risen before being reimbursed. As a result, whereas the results of the 1973 costs inquiry took a year to process, the Department has now been prepared to make "reasonable assumptions" before the full results become available and has in fact, agreed on a forecast level of inflation—which is reflected in the latest awards. Another gain is the Department's new willingness to agree the costs element of remuneration before agreement has been reached on the proprietor's notional salary and the profit margin—neither has yet been finalised for 1975 but the notional salary claim lodged last July is technically still under negotiation. However, the 3½p award does already reflect an increase in the notional salary (which accounts for 20-25 per cent of total remuneration) "in line with the social contract."

Scottish award: different criteria

Negotiations on the notional salary had been delayed while the results of the Scottish arbitration award and the doctors' review body were awaited. The Scottish award, while obviously regretted by the Central Committee negotiators, is not regarded as being binding in England and Wales because the arbitrators were faced with having to choose between an equivalent manager's salary and that of a principal grade hospital pharmacist. They found there was insufficient evidence for them to find in favour of the latter comparison. The Central Committee, however, may bring the staff pharmacist grade into the negotiations—adjustment for hours worked and superannuation would produce an equivalent of over £6,000 a year, they say. The notional salary in England and Wales has also been equated traditionally with registrar grade in the hospital service, so the doctors' latest award will also be examined by the negotiators.

Over the next two months the committee will be continuing negotiations on the notional salary and the profit margin—a report on the latter has been commissioned from a leading firm of accountants (Binder, Hamlyn, Fry & Co.) who have worked extensively on reports of the review board of government contracts. The accountants' terms of reference

were to report on the most appropriate method of profit determination and to recommend an appropriate level of profit. Their report is expected during this month.

The committee is still in dispute about £1.2m which it argues, with counsel's support, was wrongly withheld from the 1974 balance sheet due to the application of the Price Code gross margin reference level criterion. Chemists would not be able to claim this money if the Department's view is upheld. The committee also has unresolved claims on "urgent" fees, oxygen and ileostomy-colostomy supply. The container costs inquiry just completed will be processed as quickly as possible but it is anticipated that any adjustment will apply retrospectively from April 1. An inquiry into discounting and stockholding starts this month.

The negotiating subcommittee of the Contractors Committee comprises Mr G. T. M. David (chairman), Mr J. M. T. Ross, Mr R. G. Worby, together with the chief executive, Mr J. Wright, secretary Mr J. Charlton and the consultant accountant, Mr M. D. Brining.

Family Planning 'mother of the year' competition

The Family Planning Association is searching for the first "Family Planning Mother of the Year" in a competition being run in the May issue of *She*.

To be eligible for entry mums must have been married for five or more years to the same man, have not more than two children and have no child from any previous relationship. They must answer 21 questions on contraception including which is the likeliest time to get pregnant; how soon is it best to start taking precautions after having a baby; how soon is a man "safe" after having a vasectomy operation and what is a Copper 7.

Entrants must also put in order of merit six reasons for family planning and write in not more than 12 words a possible new slogan for the FPA in view of its changing role in the seventies with the health service assuming responsibility for family planning. The present FPA slogan is: "Every child a wanted child".

The winner will receive 11 prizes including a family holiday in Majorca, a knitting machine and a deep freezer.

Shopworkers to press for £35 a week minimum

The Union of Shop, Distributive and Allied Workers annual delegate meeting voted this week that the Union's Executive Council should press for a minimum wage of £35 for a 35 hour week for all members. Delegates also felt that a call for a £40 basic wage would be breaking the terms of the "social contract" for workers presently earning £25 a week.

Earlier, Lord Allen, the Union's general secretary, warned that the state of the economy, unemployment, inflation and Government policies had all to be taken into account before considering what could be expected for the membership during the coming year. He also stressed that "decisive action" was needed to correct "the present bias against the service sector" and the Union might have to redouble its efforts to resist any further Government discrimination against distributive trades.

Old-established pharmacy in Northampton closes

North & Roper Ltd, 22 Bridge Street, Northampton, one of the oldest established pharmacies in the town, closed down last month. The owner, Mr M. B. North, MPS, was there for 46 years having taken over the business from his father who acquired it in 1900. The pharmacy, established around 1865 retained its old-fashioned charm to the end. Mr North was treasurer of the local branch of the Pharmaceutical Society since its formation up to the annual meeting this year. Before that he held a similar office in its predecessor, the Northampton Pharmacists Association serving a total of some 37 years. Mr North intends to act as a locum in the vicinity for some time to come.

Mr David Sharpe receives the National Pharmaceutical Union Executive Committee chairman's badge of office from retiring chairman, Mr J. C. Leigh, following his election last week.



'Urgent action' by Government on child-resistant packs

The Government is to take "urgent steps" by regulations under the Medicines Act to secure that preparations of aspirin and paracetamol for children are sold in opaque or dark-tinted unit packaging or in child-resistant reclosable containers by January 1 next year if possible.

This was said by Dr David Owen, Minister of State, Department of Health, in a written Commons statement last week. He added that such preparations specially promoted for children should be put up for retail sale with not more than 25 tablets per pack or container, and with a maximum ingredient strength of 90mg for aspirin and 150mg for paracetamol. The firms holding product licences for such products were being approached to see if the result could be achieved earlier.

Dr Owen also stated that, subject to consultation, he proposed to secure that by January 1, 1977 certain other preparations were supplied only in opaque or dark-tinted child-resistant reclosable containers or else in opaque or dark-tinted unit packaging made of materials that met the appropriate specification or test. The preparations to be so packaged would be all tablets, capsules and pills containing paracetamol or aspirin (except effervescent tablets containing not more than 25 per cent aspirin). As soon as possible afterwards, similar packaging would be required for preparations containing tricyclic antidepressants, barbiturates, phenothiazine derivatives, and iron salts containing more than 24mg of elemental iron per dosage unit. Provision would however be made for supplying conventional containers to adults who would experience difficulty with the special types of packaging.

Limited measures

The Government felt it right to introduce "limited measures" which could be put into effect without waiting for full implementation of the recommendations from the Medicines Commission's working party on medicines presentation—such implementation would take at least two to three years. Discussions were being initiated with the British Standards Institution to modify the draft test for reclosable containers to reduce the use of young children in testing, the possibility of designing suitable specifications or tests for materials for unit packaging, and how quickly such information could be published. The reclosable containers used would have to pass this modified British Standard test.

The pharmaceutical profession and dispensing doctors were being consulted about the implications for them of a requirement to use dark-tinted child-resistant containers when dispensing for children preparations of aspirin or para-

cetamol which were not in unit-packaging. That requirement could be effected either through regulations under the Medicines Act or, in addition, by amending the NHS terms of service for pharmaceutical services, together with guidance to health authorities on hospital outpatients. The pharmaceutical profession and dispensing doctors representatives were also being invited to commend the use of child-resistant reclosable containers for medicines on the priority list as soon as possible, subject to agreement and detailed arrangements to be discussed with them, Dr Owen added.

The Minister's statement will be considered by the Pharmaceutical Society's Council at its May meeting in the light of a letter received from the Department of Health seeking the Society's comments, particularly on the question of dispensed medicines. The Central NHS Chemists Contractors Committee has welcomed the opportunity the Minister has given it to discuss with the Department detailed arrangements for commencing use of

Further delay to Mrs Knight's Bill

Mrs Jill Knight's Safety Packaging for Medicines Bill failed to receive its second reading in the Commons last week when debating time ran out. However, the Bill was put down for reading again on May 9. Dr David Owen, Minister of State, Department of Health, had commented the previous week that the Bill was "not necessary", and made his statement on safety packs (see above) before the Bill was due to be read again last week.

□ Mr John McGregor's Local Government (Rate Relief for Small Businesses) Bill (C&D, April 19, p531) also failed to receive its adjourned second reading last week, and no new date was given for further debate.

Need for extra study on safety packs

An investigation into whether suspected child-poisoning is connected with any particular type of tablet container must be carried out before the introduction of child-resistant containers, "a 'technological advance' which may be unnecessary," writes Mr R. Gartside, Liverpool, in last week's *The Lancet*.

He says standard screw-capped bottles are moderately child-resistant and minor changes to the design would make them much safer. He suggests that the very steep rise in suspected poisonings between 1967-69 may have been a result of the introduction of plastic bottles with caps that could be pushed on and pulled off

reclosable child-resistant containers on a voluntary basis, but meanwhile hoped nothing would be done to detract from the effectiveness of current publicity campaigns about the safe keeping of medicines. The Committee had in the past stressed that the final decision of whether to supply medicines in child-resistant containers had to be left to the discretion of the pharmacist to allow for the cases of arthritic and other infirm patients.

A spokesman for the Proprietary Association of Great Britain said the Association's reactions to the statement were mixed; although the industry was pleased that consideration had been given to the possibility of using reclosables, a number of questions had remained unanswered. He wondered how long it would take before the BSI could produce the modified test for reclosables and specifications for unit packaging materials, and questioned the necessity of retesting reclosable already tested and in use in the USA. The industry wanted to move to child-resistant packs as quickly as possible, but they would have to be "very certain indeed" that certain forms of packaging were, and would remain, considered as child-resistant before investing millions in new plant and machinery.

A spokesman for the Association of the British Pharmaceutical Industry said that while the clearer indication of Government thinking was welcome, the problem remained that the industry did not know what materials to order or what tests to apply until the BSI requirements had been published.

without any screwing action and which "all, save perhaps the Copak, can be easily removed by a child of 12 months."

Mr Gartside recently reported on his research into three types of closure in a letter to C&D, March 8, p326.

Committee to inform on packaging and environment

Child-resistant closures is one of the topics which could be discussed by a new industry body in the near future.

A Press conference last week to launch the Industry Committee for Packaging and the Environment, which is composed of representatives from the packaging industry and firms using the packaging produced, was told that the Committee was designed to be an information body, providing factual, unbiased information on packaging and the environment. The Committee has set up three working groups—technical, economic, information—and likely topics for discussion in the groups would be deceptive packaging, problems of toxicity, child resistant closures, and the value of packaging to society and in modern retailing. The information would then be made available to interested parties through the Committee's journal—*Incpen*—supported by more detailed discussion papers.

The three discussion papers so far produced—"Improving the quality of life through better packaging"; "Influence of the supermarket on food packaging"; and "Packaging and the energy equation"—are available from the Committee, Fountain House, 1a Elm Park, Stanmore, Middlesex.

Chemist took scripts for goods—counsel

A general practitioner used forged NHS prescriptions like cheques or pound notes buying anything which took his fancy in a neighbouring chemists, said Mr D. Spencer, prosecuting, at the Old Bailey on Tuesday. In six months, about 500 forged prescriptions were used to obtain cash-and-carry goods, averaging about £7 per forged prescription.

Dr Emanuel Cowan, of Station Road, Sidcup, Kent, who has a surgery in Sherwood Park Avenue, Bexley, denied 12 charges of forging and altering NHS prescriptions and obtaining money from the NHS with intent to defraud. A chemist, Mr Hugh Ronald Eyre, whose shop is also in Sherwood Park Avenue, had admitted similar charges and was awaiting sentence, said counsel. Dr Cowan would give blank prescription forms to the chemist who filled them in. Dr Cowan later signed them. The prescriptions were made out in the names of his patients, but the items set out in the forms never went to the patient.

"Dr Cowan would go into Mr Eyre's shop and more or less help himself to anything which took his fancy like perfume, toilet soap, toothpaste and films," said Mr Spencer. Mr Eyre had access to a cash-and-carry store and obtained goods for Dr Cowan as against a forged prescription form.

Dr Cowan told police that when he was going on holiday or away for weekends he would arrange for the chemist to supply regular patients with medicines to save them making an extra journey and he would later sign the prescription. To facilitate this arrangement he was in the habit of leaving between 6 and 12 blank prescription forms with Mr Eyre.

Asked if he was in the habit of checking the prescriptions he signed, Dr Cowan was alleged to have replied "No, I trusted the man implicitly. I was normally rushing to surgery." The trial continued as *C&D* went to press.

Metric change: 'Let's get on with it' says chairman

"Let's get on with the metric change. Let's finish the job" said Lord Orr-Ewing, chairman of the Metrication Board, on Tuesday. He was speaking at the publication of the Board's sixth report, *Going Metric—Progress in 1974*. "We have made considerable progress in Britain but the national metric programme will not be completed by the end of 1975."

He said the most important remaining initiatives must come from the Government. There was a need to arrange cut-off

Although Approved Prescription Services Ltd do not work a night shift, staff worked late one evening recently to enable a party of approximately 60 members and wives from the Leeds Jewish Pharmacists' Association to see their headquarters. Here they are being shown the tablet making facilities in operation.



dates after which retailing in imperial would no longer be permitted and he claimed this is being urged by retail organisations and consumer groups.

The report states that the Department of Health and Social Security hopes to publish in 1975 a circular giving guidance to Health Authorities. "This will be aimed at achieving the metrication of medicine before the end of the year. The Health and Safety at Work Act now empowers Minister to make regulations to substitute metric units for non-metric units."

Retailers asked to join free enterprise campaign

Aims of Industry, in an endeavour to show the public the importance of free enterprise to the British economy, are to ask retail traders to co-operate in a "Free Enterprise Week" from July 1 to 6, beginning with "Free Enterprise Day" on July 1. Window bills, car and lorry stickers, badges, and leaflets featuring the "busy bee of free enterprise" are being distributed to trade organisations. Shopkeepers will be invited to display the symbol in their windows and on their transport vehicles.

New semen prostaglandin discovered

British researchers have discovered a new prostaglandin in large quantities in human semen—a find which will produce valuable information on sperm transport systems and male infertility.

Dr R. Short, director, Medical Research Council Reproductive Biology Unit, Edinburgh, giving details, said the new compound—19 hydroxy prostaglandin E—was "extremely active" on human uterus, and found in human and possibly other primate sperm. The Unit had also found that human sperm, in contrast with other primates, was variable in size and DNA content and some were genetically defective, but that was unlikely to be connected with the prostaglandin.

Questioning the "normality" of repeated menstrual cycles, Dr Short said that with the current standard of living women were undergoing about 400 such cycles in their lifetime compared to about 40 in primitive societies. He felt women should

'Pill' and breast cancer study: result 'reassuring'

A study of patients at six hospitals has suggested that the use of oral contraceptives is unrelated to the risk of breast cancer.

Dr M. P. Vessey, University Department of Social and Community Medicine, Oxford, Sir Richard Doll, Radcliffe Infirmary, Oxford, and Keena Jones, Medical Research Council Statistical Research and Services Unit, London, gave a progress report of their study in *The Lancet* last week.

Of 322 women aged 16-45 years undergoing treatment for newly-diagnosed breast cancer, only 7.5 per cent had first taken an oral contraceptive more than 8 years before a lump in the breast was first noticed, and only 14.3 per cent had used the drug for more than two years.

The authors say that while this result is reassuring, it is important to remember that it must be many years yet before the question of the possible relation between oral contraceptives and breast cancer is finally settled. A further study is being carried out to see whether these drugs affect the prognosis of the disease.

be given the option of amenorrhoea, and an Edinburgh family planning clinic was running a trial where a 50mg oestrogen "pill" was taken for a three month cycle rather than the ordinary 28-day cycle.

Another study the Unit was undertaking was the possibility of immunising against pregnancy. Marmoset monkeys were injected with human β chorionic gonadotrophin together with an adjuvant in the early stages of pregnancy. The resulting antibody stopped the hormone's actions on the corpus luteum and the monkey aborted. The monkey's serum could also be used to cause an abortion in another monkey if injected during the early stages of pregnancy. Dr Short felt more information would be required, especially about the reversibility of the technique, before it could be tried in humans, but an Indian group had apparently started a clinical investigation of a similar procedure on sterile women.



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London office: 01-794 9784.



DITB award for chemist multiple

Underwoods (Cash Chemists) Ltd, with eleven branches in central London, is the first retail chemist multiple to gain the Distributive Training Award. They have a staff of 250.

Commenting on the Award Underwoods' managing director, Mr Brian Kerner, MPS, said: "I regard it as a great achievement. In the last three years we have really concentrated on our training programmes. Developing our training towards DTA standards has helped us build up an integrated management structure."

The Award, marked by a distinctive black and gold emblem, was instituted by the Distributive Industry Training Board to give public recognition to firms operating the best training programmes in the industry. The emblem can appear in shop windows and on stationery and careers literature of successful firms.

Credit control advice

"Credit Control for a Small Company", a booklet by the Department of Industry, discusses how the extension of credit

under proper control can bring its own benefits. It covers legislation, credit sanction, credit limit, collection, legal action, debt collection and other important aspects of credit trading. Copies are free from Small Firms Division, Department of Industry, Abell House, John Islip Street, London SW1P 4LN, or from any Small Firms Information Centre.

Extensions to Price Code investment relief proposed

The Department of Prices and Consumer Protection has issued a consultative document detailing proposed changes in the Price Code in the wake of the Budget.

The proposals on investment relief (paragraph 79 of the Code) are: to increase the rate of relief which firms may reflect in increased prices and profit margins from 17½ to 20 per cent; to extend the relief to cover investment in certain commercial vehicles; and to extend such relief to cover plant, machinery, commercial vehicles, and the construction of industrial buildings and warehouses where these are used for production and distribution of goods for export as well as the home market—investment for exports would therefore qualify for relief on exactly the same basis as such investment on goods and services within price controls.

A proposed amendment to paragraph 83 of the Code ("shortage of supplies") would allow the Price Commission to permit specified departures from the provisions of the Code where the Secretary of State certified that that would remove or reduce serious damage to the balance of payments.

Westminster report

Animal experiments Bill

A Bill said by its sponsor to distinguish between the medical and non-medical purposes of vivisection and to discourage the latter," received its first reading in the Commons recently.

Proposing the Cruelty to Animals Act 1876 (Amendment) Bill, Mr Phillip Whitehead claimed there were now nearly 5½ million animal experiments a year in Britain, 4½ million being under Certificate A of the 1976 Act, which allowed experiments without anaesthetic. Force feeding—frequently to establish toxicity—was "all too common"; toxicity in many cases "can be assured." If an animal was force-fed to the point of death, "all that we establish is that it dies." The Bill is to be read a second time May 9.

Clinical trials 'perks'

The Secretary of State for Social Services was asked in a Commons written question from Mr Harry Lamborn recently if she would conduct a special investigation into clinical trials "in which general practitioners received rewards for prescribing medicines to patients which are paid for by the taxpayers."

Replying, Dr Owen said he understood manufacturers offered general practitioners "some items of personal medical equipment in recognition of the time and

trouble spent in preparing reports on such trials," and he would be prepared to consider whether any detailed information Mr Lamborn had required special investigation. All promotional practices were being considered as part of the comprehensive review by the Government into the whole question of prescribing, he added.

'11 per cent underpaid'

Approximately 11 per cent of workers, covered by nine retail wages councils whose wages were examined by the Wages Inspectorate, were found to have been paid below the statutory minima. Mr Harold Walker, Under Secretary of State, Department of Employment, stated in a written Commons answer last week. Proposals, made by the Commission on Industrial Relations, to improve the operations of the councils were being discussed with the parties concerned.

Immunisation support

During a question time exchange in the Commons about vaccine-damaged children, Mr A. Morris, Minister of State, Social Services, hoped there would be no threat to the immunisation programme. "That programme has saved a great many lives and deserves the support of the House as a whole." He was unable to say when the Royal Commission on Compensation and Civil Liability would report.

Letters

Dublin welcome for FIP

I am happy to report that arrangements are going ahead satisfactorily for the 35th FIP International Congress of Pharmaceutical Sciences in Dublin next September. The flow of applications for registration is most encouraging and all indications point to a very successful event. A remarkable feature of the booking to date is the wide geographical spread of countries from which they originate. There can be no doubt that FIP today is truly an international organisation which has forged strong fraternal links between pharmaceutical organisations on a world-wide basis. This development will result in lasting benefits for pharmacy and pharmacists everywhere and must produce tangible benefits to the public as well.

The primary objective of the Irish organising committee is to ensure that provision is made for the smooth running of the scientific programme. At the same time the comfort of our guests will not be overlooked. I know that visitors will find Dublin a pleasant and relaxing town for a conference. Dubliners are proud that their city has produced many great literary figures over the past century: Wilde, Shaw, Yeats, Joyce and O'Casey are only some of the names that come to mind. Visitors will discover many links with these and other noted figures from the world of the arts.

The theme of the Congress is timely. Medicines and their quality are of critical importance in the prevention and treatment of disease. Pharmacists occupy a key position among the health professions in ensuring that products available to the public are as safe and efficacious as modern science can guarantee. It is right that we should come together from time to time to exchange views on such topics and demonstrate our concern for the public welfare.

I extend a cordial invitation to Ireland to readers of this journal for an event which should be both fruitful and memorable.

Dr W. E. Boles,
Chairman, Congress Organising
Committee, and president,
Pharmaceutical Society of Ireland

Where credit is due

I have sent the following letter to the chairman of the Central NHS (Chemist Contractors) Committee:

He who complains and demands action has the duty to congratulate when things go well. I am happy to perform this duty, with respect to the news announced in *Action* this weekend. The rota fee, especially, is a matter of which you can be proud. Perhaps we are reaching a state where we can afford to be pharmacists.

M. E. James
Chairman, Essex ACCC
Canvey Island

Mr James also points out an error in his letter published last week (p573). The final sentence of the second paragraph should have read "We are dealing with patients, not playing tennis."—Editor.

People

Mr Clifford Ford, medical stock controller at Unichem's Croydon branch, was last week thanked for his 25 years' service with the society. In a ceremony at the depot the chairman, Tom Reid, presented him with a cheque and his colleagues made him a gift of gardening implements.

Mr Karl Ströher, son of the original founder of Wella, recently celebrated his 85th birthday. He first became involved in the world of hairdressing at the age of 18 and then in 1947, with his brother George, laid the present day foundations of the Wella International company. Mr Ströher is still active in the company.

Mr Eric Robinson, FPS, has been elected president of the Proprietary Articles Trade Association for 1975. Mr Robinson qualified as a pharmacist in 1930, afterwards returning to retail management. In 1933 he joined the newly-established city pharmacy in Bradford of F. Mitchell (Chemist) Ltd, as pharmaceutical manager, and in 1946 commenced the manufacturing and wholesaling company of Northern Pharmaceuticals Ltd, serving as managing director until 1953, and as chairman until 1973. He has been actively engaged in pharmaceutical branch affairs being chairman of the Bradford Branch of the Society in 1938 and afterwards its secretary for 15 years. He was designated a fellow of the Society in 1974. Mr Robinson has been a member of the PATA council since 1966.

Deaths

Nicolls: Recently Mr S. A. Nicolls, southern area manager of the Seton Group for the past 15 years.

Walker: Suddenly, on April 20, Mr Ian Alexander Walker, MPS, Dispensary House, Jedburgh, Roxburghshire. Mr Walker qualified in 1950.

News in brief

□ The index of retail prices for all items for March was 124.3 (January 1974 = 100), representing an increase of 2 per cent on February and of 21.2 per cent on March last year.

□ The value of safety razor blades and razor sets sold in 1974 by five UK suppliers totalled £28.67m against £25.03m in 1973, according to Business Monitor PQ 392.

□ Chemists and appliance contractors in Northern Ireland dispensed 1,031,477 prescriptions (640,161 forms) during January at a total cost of £1,271,143 (£1.23 a prescription).

□ "The differential diagnosis of retro-sternal pain" is the latest film available on free loan to professional audiences from the medical marketing department,

Topical reflections

BY XRAYSER

Improvement

The news that chemist contractors in England and Wales are to receive an increase in professional fees, almost equivalent to that awarded in January, will be received with gratitude, if not complete satisfaction. It is the more gratifying that the decision has been reached in a civilised manner, with no public threat from the contractors of joining other sections of the community such as cleansing department drivers, electricians, dockers, doctors and consultants, in either disrupting or threatening to disrupt, normal services. How long it will be before inflation rubs off some of the gilt is difficult to assess, but that is in no sense intended to detract from the efforts of our representatives in the negotiations. (It was perhaps unfortunate that a bill from the plumber arrived by the same mail, but one must not carp.)

I was particularly interested in the details of rota fees, in the light of an earlier period in my life in which our early-closing days, Sundays, and public holidays were at the disposal of the public with no charge whatsoever. Indeed, I spent some years in a pharmacy whose proud boast it was that it had been in existence for eighty years, and had been open for some period every day, including Sundays, early closing afternoon and public holidays. Yet "proud boast", I realise, is not correct. The whole thing was merely taken for granted, and the number of pharmacies in the land which gave two or three "attendances" on Sundays, gratis, was very extensive. There was never any justification for it, and the rota system was a sensible reform.

Falling demand

As an apprentice on such duty, solace was derived from the ingestion of pastilles of blackcurrant and glycerin, the manufacturers of which have just announced that they are renouncing manufacture. I am told the pastilles have been in their present form since 1896 and a forerunner was first introduced as far back as 1850. But the decision, though regrettable, is understandable. With the abolition of Sunday attendances and the disappearance of the apprentice there must have been a slump in consumption!

Reckitt & Coleman Pharmaceutical Division, Dansom Lane, Hull HU8 7DS.

□ A revised edition of leaflet PC11, "Free prescriptions", is available from post offices and local social security offices. The leaflet sets out the new income levels below which patients may be entitled to exemption from prescription charges and which applied from April 7.

□ The following officers have been appointed by the Socialist Medical Association pharmacy group: chairman, Mr R. Burke Jones; secretary, Mr T. C. Thomas; assistant secretary, Miss Avril Butler. Delegates to the council of SMA the officers ex-officio with Mr Stanley Blum and Mr J. I. Schulman.

□ Bronchitis has remained the disease responsible for the largest number of days lost due to sickness between 1962/3—1972/3. The Office of Health Economics Information Sheet No. 26 says bronchitis accounted for 9.8 per cent of days lost in 1972/3, with respiratory diseases as a whole causing 22.1 per cent.

□ The US Food and Drug Administration has recently published guidelines for

accepting research data on drugs and biological products developed outside the USA.

□ The Medical Journalists Association Awards for this year are being presented by Reckitt & Colman Pharmaceutical Division, which has made available £1,000 prize money. The awards are to persons judged to have provided the most valuable service to medical journalism in 1974.

□ The National Health Service (Health Boards: Membership, Procedure and Payment of Subscriptions) (Scotland) Regulations 1975 (HM Stationery Office, SI No. 197, £0.12) provide for the term of office and other matters relating to members of Health boards, and procedures to be used by the boards.

□ The National Health Service (Common Services Agency: Membership and Procedure) (Scotland) Regulations 1975 (HM Stationery Office, SI No. 196, £0.12) provide for the term of office and other matters concerning members of the Management Committee of the Common Services Agency, and give procedures to be used by the Committee.



Corn caps are hardly the most glamorous of products.

Oddly enough though, your customers have a special regard for one brand: Carnation. They know that they work. They trust them.

Which explains why, after 50 years, Carnation are still the brand many of your customers think of when they think of corn caps.

Not that we're resting on our laurels. Even the best-known product needs promotion.

So, once again, Carnation advertising will be appearing in Woman, Woman's Own, Woman's Weekly, Woman and Home, Woman's Realm, Jackie, True Romances, True Story and True Magazine.

We need hardly add that now is the time to stock up.

But then, in the light of past experience, you'll probably have done so already.

Carnation Corn Caps.

Cuxson, Gerrard & Co. Ltd., Oldbury, Warley
West Midlands B69 3BB. Tel: 021-552 1355



We know how to keep their hands off your things.

It happens all the time. Specially to the small shop owners who can't afford the elaborate closed circuit TV systems that most large stores, supermarkets and department stores have these days.

Now, Dixons Technical help put an end to shoplifting in your shop because we know how to discourage it. Simply. Easily. And most important of all, economically. For under £275 you could have a surveillance system, which includes a camera and monitor set-up, ideal for you. Or you could lease a whole system for only 30p a day, including full service on both parts and labour.

Once a would-be shoplifter sees you're covered, she (or for that matter he) will move on without nicking a thing. And that's something that has been proved many times.

With our surveillance equipment, you can stand at your till and watch everything that's going on. You'll more than likely

make up the price of the system before the year is out. You can't afford not to install one of Dixons Technical Surveillance Systems.

Today get in touch with Jon Catten our Security Systems Sales Manager. Phone now, or send in this coupon before you lose another penny.

To: Dixons Technical Ltd

3 Soho Square London W1 Tel 01-437 8811

Please send me complete details of Dixons Technical Surveillance Systems.

Name _____

Address _____

Dixons
Technical Ltd
OF SOHO SQUARE

CD/47/5

New products

Babycare

Two-teat pack

Cannon rubber have introduced their Babysafe teat in a new two-teat pack (£0.18). During May and June the pack will be offered at £0.15½ and will bear a "flash" to that effect (Cannon Rubber Ltd, Ashley Road, London N17 9LH).

Cosmetics and toiletries

Max Factor create Blasé

Described as a floral on a woody/amber background, Blasé is the latest fragrance to be introduced by Max Factor Ltd. Packed in mid-blue cartons that have a diagonal grained effect like a fabric and the Blasé signature and text printed in gold, the fragrance range consists of a 24-g perfume (£2.75); 28-g perfume essence (£1.50); 40-cc perfume Cologne concentrate (£1.25); 56-g perfume Cologne concentrate spray (£2.00); and 100-g talc (£0.55).

Bottles for the perfume and perfume Cologne concentrate are "simple yet elegant", with tall gold-toned caps and gold copy screened directly onto the glass. The perfume spray essence is aerosol-packed in a glass phial, and the perfume Cologne concentrate spray is aerosol-packed in aluminium. The talc container repeats the carton theme.

To support the introduction, Max Factor are using double-page colour advertisements in the Press and have point-of-sale material including a counter sampling programme. For sale in June (Max Factor Ltd, 16 Old Bond Street, London W1).

Make-up collection introduced

Dorothy Gray have introduced a make-up collection to their Satura range of skin-care products. Satura Direct Moisture make-up is presented in marbled, deep ultramarine packs featuring the DG motif in silver. The colours of the range are pastels, reflecting colours from the garden, say the makers.

The range consists of Satura tinted foundation (£0.95), a creamy-smooth foundation suitable for normal to dry skins and presented in a frosted glass bottle. There are four shades.

Satura face powder (£1.05) in light transparent or medium transparent shades, "sets" to a matt finish and is packed in a box with a removable spill-proof inner lid. And Satura cream powder (£0.95) comes in four shades plus two transparent shades as in the face powder, packed in a compact containing mirror and puff.

Satura cheek colour (£0.95), in three colours, is a smooth moisturised cream that comes in its own mirrored compact, as does Brush-on blusher (£1.45) in three shades which also has a brush.

There is also a lipstick range of 18



colours (£0.75) each packed in a blue case banded with silver. And for the eyes, there is cream powder eye shadow (£0.78) in five shades; a cream powder eye shadow palette (£1.25) in three colour co-ordinations; a liquid cream eye shadow (£0.78) in six frosted shades; a brush-on eyeliner (£1.05) with refill (£0.75); a brush-on mascara (£1.05) with refill (£0.75), and an eyebrow pencil (£0.45) (Interbeauty Ltd, 202 Terminus Road, Eastbourne, Sussex).

Nailoid's French collection

A new nail polish range called French collection has been introduced by Nailoid. The collection features four colours—French lilac, Pompadour, pure pink and French rose (£0.30). In addition, Nailoid have introduced two colours suitable they say for the "sun-worshipper"—coral gold and calndel, a burnt orange shade. These have a golden sheen (£0.35) (Richards & Appleby Ltd, Derby Street, Ormskirk, Lancs).

Miners additions

A clear lotion (£0.24) designed to remove mascara and other eye make-up, has been introduced by Miners. They also re-introduce Spotcheck (£0.25), a powder that comes in stick form for use in covering up spots and disguising bags under the eyes. In two shades—natural and beige.

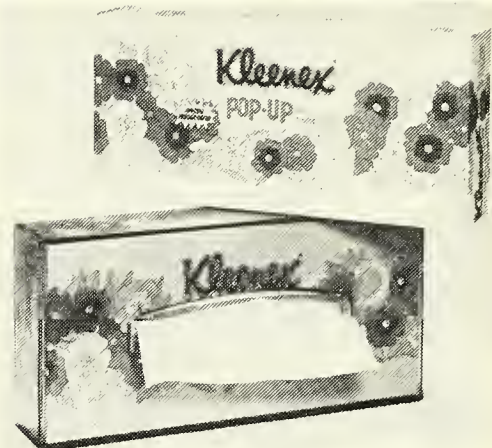
Two new wax perfumes have been added to the Enchanters (£0.32) fragrances. Packed in small tins with a silhouette depicting young lovers on the lid, the new fragrances are sweet encounter, a floral fragrance with a "gentle touch of musk", and sweet temptation, a fresh apple fragrance (Myram Picker Ltd, Hook Rise, Kingston By-Pass, Surbiton, Surrey).

Sundries

Pop-up tissues

Pop-up tissues (£0.20) are the latest paper product from Kimberly-Clark Ltd. They replace the regular Kleenex, the difference being that the "pop-up" feature of the pack is emphasised.

Designed for use with a tissue box holder, the white tissues pack has a flower motif in three shades of blue on a white background. The pack features a permanent offer of a smoked acrylic tissue box holder for £1.20. This may be used either free-standing or wall-mounted. For a six-week introductory period the holder will be on offer at £0.50 (Kimberly-Clark Ltd, Larkfield, Maidstone, Kent).



Hot water bottle range

Newly introduced is the Rand Rocket range of hot water bottles. The range consists of five hot water bottles: Companion (£1.28); Dolphin (£1.23); President (£1.28); Protea (£1.20), and Slumbertime (£1.88). The range is distributed by the newly-formed consumer division of Rocket of London (Rand Rocket Ltd, Imperial Way, Watford, Herts WD2 4XX).

Gardening

Garden pond product

Acurel E a water clarifier, has been introduced by May & Baker Ltd as part of their range of garden products. When added to garden ponds any suspended organic matter which makes the pool cloudy agglomerates into large particles which either sink to the bottom of the pond or float to the surface where they may be removed.

May & Baker say the product is completely harmless and will not endanger fish and plant-life in the pond. It is presented in a 56ml bottle (£0.61½) marked with a graduated scale to show dosages for various sized ponds (May & Baker Ltd, Dagenham, Essex RM10 7XS).

Pet care

Champ for Yorkshire

A new canned dog food, Spillers Champ (£0.16½) is to be launched in Yorkshire in June. The launch will be supported by a humorous commercial, featuring a cartoon dog, in the first week of June. *Radio Times* and *TV Times* and Yorkshire evening newspapers will carry advertisements with a "3p off" coupon to encourage trial and repeat purchase.

Spillers are offering the trade a launch bonus of 20p per case during the eight-week launch period (Spillers Ltd, Old Change House, London EC4M 6XB).

Trade News

Agfa window competition

Cash prizes totalling £800 are being offered by Agfa-Gevaert Ltd in the company's summer window competition which will run May 1-July 31. To enter, dealers are invited to dress their windows with any Agfa products and point-of-sale material—display material available includes Agfacolor banners, beach balls, camera stands, showcards, window stickers, mobiles and big dummy cartons. A photograph of the window, with completed application form should then be sent to the Consumer Products Department, Agfa-Gevaert Ltd, 27 Great West Road, Brentford, Middlesex.

□ Agfa-Gevaert are to cease the processing and printing service at their Wimbledon Laboratory on May 31 because of the increase in the number of photofinishers offering processing for Agfacolor CNS film. The space vacated will be used for further expansion of reversal film processing facilities. Any remaining Plus-Packs after May should be sent for credit by June 30 to Agfa-Gevaert Ltd, Processing Station, Deer Park Road, London SW19 3UG.

Packing change

Future supplies of Dome-Cort 0.125 per cent hydrocortisone cream from Dome Laboratories division of Miles Laboratories Ltd, PO box 37, Stoke Court, Stoke Poges, Slough SL2 4LY, will be in 100-g tubes and not 100-g jars.

Sunlamp advertising

Full-page colour advertisements supporting Sundial sunlamps are to appear in national newspaper colour supplements this spring. In the advertisements, the first of which will appear in the May 18 issue of the *Observer* supplement, Carmen Curler Co Ltd, Carmen House, Deer Park Road, London SW19 3UX give the "sunlamp story" plus product information "to increase consumer awareness of a growing sunlamp market at a prime selling time".

5p-off voucher

Beecham Foods, Beecham House, Great West Road, Brentford, Middlesex are offering readers of *Slimming* magazine a 5p-off voucher against their next purchase of any flavour of Chekwate. The voucher is part of a colour leaflet to be inserted into the May/June issue of the magazine and is designed to promote trial usage of Chekwate.

Hand cream free

An 18p tube of hand cream is to be given free by Cuticura Laboratories Ltd, Maidenhead, Berks in exchange for three tokens from their mildly medicated talcum powder. Each-size talc feature the tokens:

one on the 80-g size, two on the 120-g size and three on the 300-g size.

Weight Watchers registration

Free registration with Weight Watchers, worth £1.30, is being offered to consumers who purchase a 500-size tube of Sweetex. Packed in display outers of 24, the blister cards, which serve as redemption vouchers, are valid until November 30. Consumers who redeem the vouchers to Crookes Anestan Ltd, 1 Thane Road West, Nottingham NG2 3AA will be registered free and thereafter only pay class attendance fees.

Eye colours from Miners

Skilite colours—shades of blue, mauve and misty grey, and earthy colours—shades of green, brown and turquoise, have been introduced by Miners to their eye shadow range. Each wand (£0.40) consists of six shades.

They have also added five sets of toning shades to their Mates duos (£0.30)—two blues, two browns, two greens, two greys and two turquoises. Miners make-up is distributed by Myram Picker Ltd, Hook Rise, Kingston By-Pass, Surbiton, Surrey.

Holiday sizes from Coty

"Mini-sizes" of three Air Spun products have been produced by Coty Ltd, Great West Road, Brentford, Middlesex. Packed in unbreakable plastic containers (£0.95) the products are cleansing creme, freshener and creme moisturiser for dry skins, and milk cleanser, freshener and conditioning moisturiser for normal skins. For sale late June.

Coty have also produced a small-size spray of the fragrance Muguet des bois. The spray (£0.80) is available during May.

Orlane May promotion

Jean D'Albret-Orlane Ltd, 125 High Holborn, London WC1V 6QX are offering a bottle of Tan Orlane (£2.70) with any Orlane purchase of £4.00 or more during May. Tan Orlane is an overnight tanning milk with moisturisers and filters.

New to their suntan range is Lait a Bronzer (£2.70), a white version of the slighted tinted original; and a new shade of Maqui-Bronze (£2.70)—amber.

Rochas go racing

During the 1975 season, Rochas Perfumes Ltd, 27 Grosvenor Street, London W1, are sponsoring John Webb and his Lotus Elan S1 in the Historic Car Clubs car championship. The "Monsieur Rochas car" will be competing in nine championship races to be held at Silverstone, Thruxton and Oulton Park on dates between now and September. John Webb came second in the Classic Championship last year in a Lotus Elite the first time he entered this particular event.

Aladdin taken to Zaire

The recently returned Zaire River Expedition used Aladdin vacuum flasks from Aladdin Industries Ltd, Greenford, Middlesex, throughout their 2,600-mile trip to provide hot or cold drinks.

New shades for summer

Four plain and two pearl shades have been added to the Hard as Nails with nylon range (£0.52) by Sally Hansen Ltd,



Hook Rise South, Surbiton, Surrey KT6 7LU. The plain shades are soft blush, soft amethyst, soft rose and clear poppy, and the pearl shades are iced blackberry and iced ginger. The new summer shades will be for sale in June.

Floral shades

"Fresh and fragile flower colours" have been added to the Winkie shadow range and the Soft Care lipcolors range by Helena Rubinstein Ltd, 31 Davies Street, London W1Y 1FN. There are four new Winkie shades: primrose yellow, petal pink, spring leaf and delphinium blue, and four lipcolor shades: perfect magnolia, pretty poppy, rosewood and russet rose.

Toilet water sample

From May onwards, Roger & Gallet Ltd, 16 Lettice Street, London SW6 4EH, are featuring a display unit containing 12 Nuit de Longchamp perfume atomisers (£3.75) that offers a free 50-cc sample of Lubin's Eau de Neuve toilet water (£2.00) with every purchase.

Zorbit baby wipes and nappy liners

Freshtex, the retail division of Bonded Fibre Fabrics Ltd, will be responsible for the sales, distribution and marketing of Zorbit nappy liners and Zorbit baby wipes to pharmacies from May 1. Inquiries should be sent to sales office, 91 Bolsover Street, London W1P 7HH, and not to Radiol Chemicals Ltd.

Surveillance system

A surveillance system which includes a camera and monitor is available for the small retailer at £275 or the system may be leased for 30p a day from Dixons Technical Ltd, 3 Soho Square, London W1.

'Maxi success'

"A resounding success" is how Kimberly-Clark Ltd, Larkfield, Maidstone, Kent, describe the national launch of Kleenex Maxi-Dry towels. They say they have achieved a 12 per cent brand share within the first four months of the launch.

50ml-size discontinued

Roche Products Ltd, PO box 8, Welwyn Garden City, Herts AL7 3AY, have discontinued the 50-ml size of Madribon syrup. It will be replaced by a 100ml packing on all future orders.

Continued on p597

Barclay have a straightforward contract manufacturing philosophy.

When you put products out to contract manufacture—branded or not—you relinquish, to some extent, the responsibility for your own reputation.

This is why we believe that your choice of company must be dictated not only by its facilities, but by its whole attitude, its philosophy if you like, towards contract manufacture.

Barclay specialise in this area: packed or branded pharmaceuticals, galenicals, dispensing tablets and toiletries.... ranging from simple antacid preparations to complex antibiotics.

We also manufacture a range of Own Brand medicines and toiletries.

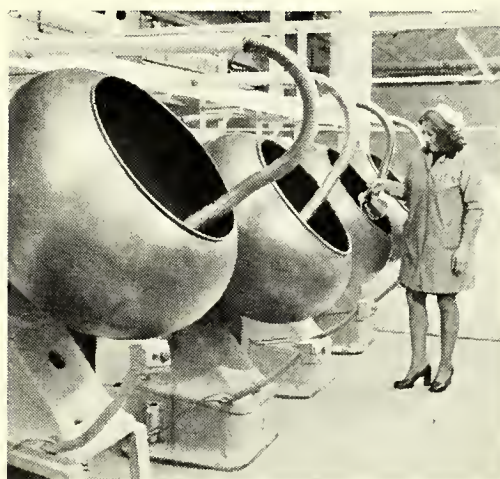
Add to that the fact that the company has been in operation for over 100 years and you'll realise that we have a wealth of experience which we're well used to putting to work on behalf of many major pharmaceutical companies.

On time.

In the past few years, most of our production units have been completely re-built.

We've also made a heavy investment in buildings and new plant.

The result is that we now have the capacity which enables us to meet large orders—and more important, to meet them on time.



We have capacity for 30 million tablets per week, for liquids in batches of up to 4000 litres, creams up to 3,500 Kg, and packaging lines which can handle up to 80 units per minute.

On spec.

We believe that no company takes quality control more seriously than we do. (The extensive range of manufacturing activity at our Rawdon premises makes a first-class quality control function essential).

Thus we have a highly refined



system of documentation which is backed up by an intensive personnel training programme as well as stringent laboratory and in-process control functions.

Thoroughness breeds accuracy.

On quote.

Since our production capabilities now match, or exceed, those of many of our competitors—we can almost always match, or better, them on cost.

This is especially true in tablet manufacturing.

Naturally, like every other pharmaceutical company, we are at the mercy of market fluctuations.

But our competitiveness acts as a useful buffer against these variations.

Talk to Bert Youngman, he talks your language. He's been in the industry—on the selling side and on the manufacturing side for close on twenty years. He's familiar with your problems—so you won't have to waste a lot of time explaining them.

And he won't waste any time in suggesting solutions.

Why not ring him now?

At Rawdon (0532) 50 2143



Barclay Pharmaceuticals

Quality. Service. Experience. Reliability.
Rawdon, Leeds, LS19 7YA. Telex 557292.

Pharmaton Capsules: they'll be on plenty of shopping lists

Make sure they're on your stock-list

Pharmaton Capsules

THE PROFITABLE MULTI-VITAMINS FROM SWITZERLAND

People everywhere are discovering the benefits of Pharmaton Capsules. They're finding that Pharmaton Capsules help them get the best from life, and keep up with the pace of modern living.

More people than ever will be asking you for Pharmaton Capsules when Pharmaton's 1975 advertising campaign starts to roll — with heavy local press advertisements and powerful point-of-sale aids.

Order Pharmaton Capsules now from your Vestric branch — and do your business the world of good, with big sales and attractive profit margins.

*For further information, please write to:
The Pharmaton Information Bureau, Spinney House,
Church Street, Liverpool L1 3AU.*

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spares available from stock
- personalised service to group pharmacies
- collection and delivery within 40 miles radius

OXYLITRE LIMITED

St. Mary's Works, Cambrian St.,
Manchester M11 3FY

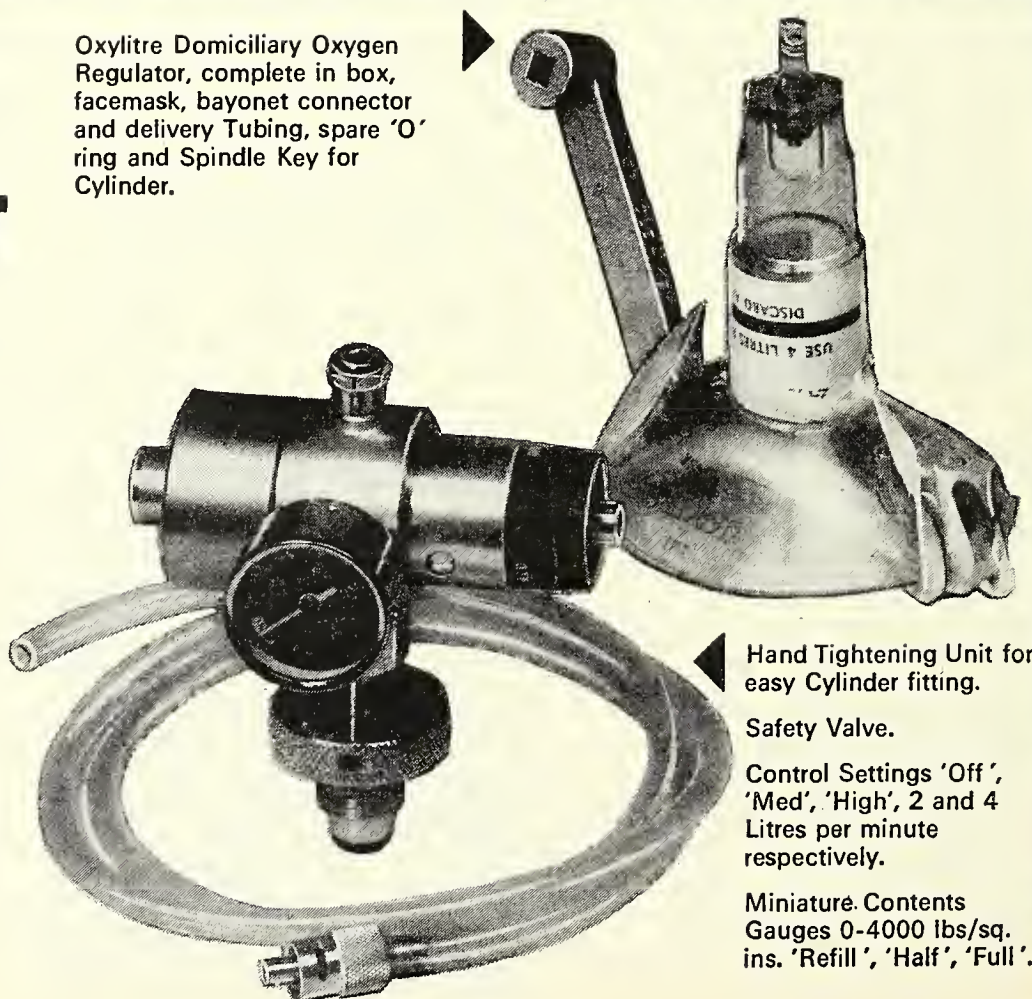
Telephone : 061-273 1351

OXYLITRE (Edinburgh) LTD

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Edinburgh EH4 3BQ

Telephone : 031-225 4295

Oxylitre Domiciliary Oxygen Regulator, complete in box, facemask, bayonet connector and delivery Tubing, spare 'O' ring and Spindle Key for Cylinder.



Hand Tightening Unit for easy Cylinder fitting.

Safety Valve.

Control Settings 'Off', 'Med', 'High', 2 and 4 Litres per minute respectively.

Miniature Contents Gauges 0-4000 lbs/sq. ins. 'Refill', 'Half', 'Full'.

Trade news

Continued from p594

Kodak's reprint promotion

A full-scale promotion to tap the market for enlargements and reprints has been devised by Kodak Ltd, Kodak House, Station Road, Hemel Hempstead, Herts. The company say there is a big sales opportunity in that sphere—in 1973 only 9 per cent of colour negative film users had enlargements made and only 23 per cent used reprint services. Showcards, window stickers and wallet stuffers will enable photofinishers to make special offers through retailers, the theme of the campaign being "extra prints, extra pleasure."

Another combined photofinisher/retailer promotion emphasises to the consumer that his photographs will be printed on Kodak paper. An "eye catching" seroptic showcard, free to finishers for distribution to retailers, states: "Look for the name on the back" and the picture of a girl on a beach reveals the words "Kodak paper" when viewed from a different angle.

A poster to remind people to take a camera and film to a local event and get the pictures developed afterwards is also available to finishers with the name of the event overprinted on it. The poster gives the reminder: "Don't forget the camera at . . . Bring your colour films here for prints on Kodak paper."

Children's record offer

CPC (UK) Ltd, Claygate House, Esher, Surrey, have launched a promotion offering a set of three children's records at a reduced price against proof of purchase of Gerber fruit juices. The set comprises "singing games", "action rhymes" and "number rhymes" and to obtain them consumers send either £0.60 plus one label from each of the three Gerber fruit juices (saving £1.77), or £1.00 plus labels from any two Gerber juices (saving £0.77). Each applicant will receive an additional opportunity to obtain an LP record of children's songs and games for £0.75, saving £0.24.

Yardley win for the second year

Yardley of London Ltd, 33 Old Bond Street, London W1 have won for the second year running a gold medal at the BRNO trade fair in Czechoslovakia. The award was presented for their Khadine range.

Volumatic appoint distributors in C.I.

Sarnia Security Systems, St Sampsons, Guernsey, have been appointed distributors in the Channel Islands by Volumatic Ltd, for their range of anti-pilferage mirrors, cash carrying cases, alarms and industrial traffic safety mirrors.

Tomme Tippee family 'image'

Jackel & Co Ltd, Kitty Brewster Estate, Blyth, Northumberland, have produced a trade brochure for the Tomme Tippee range. The colourful folder has been designed to hold seven pull-out information sheets on rattles and nursery aids; teething, grooming and bathroom aids; Feed-eze feeding accessories, hotplates and sets, and mugs and cups, and aims to give the range a "family image". The catalogue will be used as a means of introducing the

Tomme Tippee range to outlets not currently stocking the products.

Distamine 150mg capsules deleted

Following the recent introduction of Distamine 125mg tablets, Dista Products Ltd, Fleming Road, Speke, Liverpool L24 9LN, will discontinue Distamine 150mg capsules from May 1. Orders for capsules after this date will be filled with 125mg tablets. Distamine tablets 250mg will also be available. At the same time, Orastrep suspension 50ml and 500ml will be deleted.

Tetracycline 100mg discontinued

No further supplies of Tetracycline 100mg tablets are available from Pfizer Ltd, Sandwich, Kent CT13 9NJ. Terramycin ointment 30g has also been discontinued but the 15g tube is still available.

Distribution change

Smith & Nephew Pharmaceuticals Ltd, announce that the distribution agreement with Alcon Universal Ltd, is terminated. All orders for Alcon products should be sent to Farilon Ltd, Chesham House, Chesham Close, Romford, Essex.

Topilar pack redesigned

A new pack for Topilar cream has been introduced by Syntex Pharmaceuticals Ltd, St Ives House, Maidenhead, Berks. The name Topilar is now printed in white on blue along the length of the carton to achieve better legibility. Because many doctors prescribe Topilar without specifying the formulation—ie FAPG cream or ointment—Syntex has deleted the suffix "cream" so that the products are now known as Topilar and Topilar ointment (the packaging of the latter has not been altered) respectively.

Apocaire promotions for May

The following products are on promotion during May from Sangers Ltd, Cinema House, 225 Oxford Street, London W1R



New French Almond merchandiser from The House of Roberts Windsor Ltd, Grange Industrial Estate, Llanfrehfa Way, Cwmbran, Mons. It holds six spray perfumes, six skin perfumes, 12 25-g spray Colognes and 12 55-g spray Colognes.

IAE: Alberto Balsam shampoo; Aquafresh: Babettes disposable nappies; Badedas; Belle Blonde; Belle Color; Elastoplast Airstrip and Stretch Fabric; Glade air freshener; Johnson & Johnson baby dry liners; Kleenex for Men; Supersoft hairspray; Us antiperspirant and dry powder.

Caroline baby products distribution

Cuticura Laboratories Ltd ceased distribution of Caroline baby products from April 30. This decision follows the addition of new products to their own range by Cuticura Laboratories and coincides with International Disposables Corporation (UK) Ltd's plan to expand their own operations within the UK market. Steps have already been taken to ensure continuity of representation and IDC (UK) Ltd, Berristow Lane, Hilcote, Blackwall, Derby DE5 5JA, will shortly be announcing to the trade details of their new distribution plans.

IMPORTANT MESSAGE

from

ANTI-CELLULITE PRODUCTS LTD.



The UK Distributors of the FLUGINA range of products are pleased to announce that the recent supply problems have been overcome and supplies are now readily available ex-stock.



Anti-Cellulite Products Ltd

8 Green Street

London W1 (01-629 3243)

Labex report

A portable laminar flow unit with air outlet of 1ft square was demonstrated at Labex, the laboratory equipment exhibition recently. Made by Centronic Europe Ltd, Copse Road, St Johns, Woking, Surrey, the unit costs about £158. The company, which also make a 2ft square free standing cabinet as part of their range, say they can supply a Perspex cowl for attachment to the front of the portable unit and also a stand.

A range of electronically controlled vortex mixers was displayed by Peter Silver & Sons (Engineers) Ltd, 5 Thames Street, Hampton, Middlesex. The company claims to have invented the first mixer which used a high speed rotor revolving within a stator mesh and they are now selling direct after marketing through an agent for a number of years. The mixers employ electronic control to maintain a constant torque in differing mixing conditions, and the company claim the machines can run for hours without overheating.

Other new products at the exhibition included:

□ Eyetone, a small reflectance colorimeter for use with Dextrostix to give a quantitative determination of blood glucose levels (Ames Co, division of Miles

Laboratories Ltd, PO Box 37, Stoke Court, Stoke Poges, Slough SL2 4LY);

□ A wall-fixing poisons cupboard (Hospital and Laboratory Supplies Ltd, 12 Charterhouse Square, London EC1M 6BB);

□ Multi-dry, a laboratory scale freeze dryer (Birchover Instruments Ltd, Spirella Building, Letchworth, Herts);

□ Munakami range of semi-automatic table balances (C. Stevens & Son (Weighing Machines) Ltd, 287 Goswell Road, London EC1V 7LD);

□ Royco model 345 particle counter, suitable for intravenous fluids (agents Gelman Hawksley Ltd, 12 Peter Road, Lancing, Sussex);

□ Laminar downflow hood (Microflow Ltd, Fleet Mill, Minley Road, Fleet, Hants);

□ Laboratory-scale fluid bed dryer (Palmer Research Laboratories Ltd, Mostyn, Holywell, Clwyd, North Wales);

□ Diack and Vac sterilisers control tubes, incorporating a device which melts at the appropriate sterilisation temperature (John Burge (Equipment) Ltd, 35 Furze Platt Road, Maidenhead, Berks).

Interphex 76

New and improved production techniques for the pharmaceutical, cosmetic and allied industries are to be presented at Interphex 76 at the Metropole Exhibition Centre, Brighton, March 30–April 2, 1976, say the organisers, BPS Exhibitions Ltd, 4 Seaford Court, 220 Great Portland Street, London W1N 5HH. Interphex 76 will be linked with daily conferences. Suggested topics include safety and security techniques in processing, packaging and handling; noise and environmental control; and special problems concerned with production and handling of antibiotics.

mini-container is fork-lifted onto a cab-chassis flat truck and is ready to start its delivery rounds, carrying goods ordered the previous day. Later the three empty containers return to their place of origin whilst full ones are travelling in the opposite direction.

Freightliners say that preliminary studies of SCIDS in operation have shown that considerable savings can be made by a reduction of stock held in the field, by the elimination of regional depots, inventories, staffs and accompanying maintenance cost, in trunking transport and handling costs.

Award for specialities

Mr H. Nargeolais, head of the Service Central De La Pharmacie et des Medicaments of the Ministry of Public Health in Paris, has conferred the *Prix Galien* on Roche's Larodopa and Madopar. The prize was accepted on behalf of F. Hoffmann-La Roche & Co. by Dr Giuseppe Reggiani, director of clinical research. A similar development by Merck Sharp & Dohme was singled out for distinction on the same occasion.

The *Prix Galien de la Recherche Pharmaceutique* has been awarded each year in France since 1970 for drugs that constitute an important medical advance and possess particular therapeutic efficacy.

Prescription specialities

CALMODEN tablets

Manufacturer Berk Pharmaceuticals Ltd, Station Road, Shalford, Guildford, Surrey GU4 8HE

Description Chlordiazepoxide 5mg: yellow film-coated tablet marked "Berk 1F3"; 10mg: green film-coated tablet marked "Berk 2F3"; 25mg: blue-green film-coated tablet marked "Berk 3F3"

Indications etc As for Calmoden capsules
Packs 1,000x5mg tablets (£4.56 trade). 1,000x10mg (£5.74). 250x25mg (£4.56)

Supply restrictions P1, S4B

Issued April 1975

NAPROSYN suspension

Manufacturer Syntex Pharmaceuticals Ltd, St Ives House, Maidenhead, Berks

Description Yellow suspension containing naproxen 25mg per ml

Indications etc As for Naprosyn tablets. Not recommended for children under 16

Dosage *Rheumatoid arthritis*—Usually 10ml 12 hourly. Maintenance 15 to 30ml daily. *Osteoarthritis*—Initially 30ml daily in two doses, reducing to 20 ml daily for maintenance. If pain most troublesome on waking 20ml should be taken at night. If pain most troublesome at night 20ml should be taken in the morning. When transferring from other high-dose anti-rheumatics, 30ml should be given daily for two to three weeks, reducing to 20ml daily

Storage Protect from light

Packs 1 litre bottle (£9.50 trade)

Supply restrictions Interim prescription only order

Issued May 1975

Freightliner's direct factory to customer distribution service

A freight distribution service using fast rail-trunking eliminating the need for regional warehousing prior to distribution, reducing handling and hence damage and pilferage risk, and providing a 24-hour factory-to-customer delivery service, has been introduced by Freightliners Ltd, the national rail container transport company.

The new service, currently known as SCIDS (small container intermodal distribution system), uses containers that act as removable vehicle bodies, become the containers for rail trunk haul, and serve as temporary storage "warehouses" making possible depot-less distribution from producer to retailer.

The routine adopted by one manufacturer starts with a Freefone order, from wholesaler or retailer, goods are selected, packed and arranged in a mobile cage pallet (claretainer) with other goods on the same delivery route. In the evening these small cage pallets are loaded into the mini-containers, three of which are locked into position on a 20ft long pallet ready to go to Freightliners terminal and then by rail to Manchester, arriving late at night. Early the following day each

on TV next week

Ln—London; M—Midland; Lc—Lancashire; Y—Yorkshire; Sc—Scotland; WW—Wales and West; So—South; NE—North-east; A—Anglia; U—Ulster; We—Westward; B—Border; G—Grampian; E—Eireann; CI—Channel Islands.

Alberto Balsam shampoo & conditioner: All except U, B

Body Mist: All areas

Bristows hairspray: All areas

Divi-Dent: Ln

Lady Grecian 2000: All areas

Philips Ladyshave: Ln, M, WW, So, A, We

Polaroid Colour Swingers: All areas

Radox: All except U, E

Tegrin: Ln, M, Lc, Y, Sc, WW, So, NE, A, U

Now, the hairspray with the difference women really want.



Because it gives them what they've always wanted from a hairspray—CONTROL and SOFTNESS.

The difference? 'Amphomer,' an entirely new type of hair-holding ingredient. The first significant breakthrough in hairspray technology for years.

In pre-launch research, women overwhelmingly preferred New Bristows to leading brands. A proven success!

So now Beecham are giving it their full treatment. 22 million trial-offer coupons! Compulsive TV and Press advertising! And of course, everything else to make sure you get the big, fast sell!

**BEECHAM
TOILETRIES**

-sell through faster

BEECHAM PROPRIETARIES, BRENTFORD, MIDDLESEX.

The gentler the shampoo, the stronger the sales for you.

£1,175,000 supports it.



The facts.

- * Women are washing their hair much more often, and want a much gentler shampoo.
- * New Pears is almost as gentle as rainwater, so women can't buy a gentler shampoo.
- * They'll buy New Pears.
- * New Pears shampoo comes in two sizes (80cc and 130cc), and two variants - one for normal and dry hair; one for greasy hair.

The support.

- * £1,175,000 in all!
- * Over 17 million women will see the TV commercial at least ten times by the end of June.
- * Big press campaign in major women's magazines.
- * Six million coupons and samples being dropped nationally door to door.
- * Special launch discounts.

It'll make New Pears shampoo the next big leading brand. And prove that the gentler the shampoo, the better it is for you!

New Pears Shampoo

...almost as gentle as rainwater.



Elida Gibbs Ltd
The Brand Builders

Norwich BP Conference

programme details

The 112th meeting of the British Pharmaceutical Conference will be held in Norwich, September 7-12, 1975. The following is a summary of the programme:

Sunday September 7

Evening: "Welcome to Norwich", University House, University of East Anglia.

Monday September 8

Morning: Opening ceremony, St. Andrew's Hall, Norwich. Welcome by the Lord Mayor, address by the president of the Pharmaceutical Society. Professor M. R. W. Brown, chairman of the Science Committee on "A question of resistance".

Afternoon: Address by Mrs Barbara Castle, Secretary of State for Social Services. Science sessions. Professional session: "The effect of national and European legislation on industrial pharmaceutical practice"; speakers Mr J. Spink (Wellcome Foundation), and Mr O. Rosen (Apoteket Lejonet, Sweden). Optional excursions.

Norwich, followed by science chairman's reception, University House 10.30 pm.

Tuesday September 9

Morning: Science sessions, and demonstration. Professional session: "The practice of pharmacy in Sweden"; speaker Mr Rune Lonngren (chairman, Apoteksbolaget, the national corporation of Swedish pharmacies). Optional excursions.

Afternoon: Science sessions and demonstration. History of pharmacy session, Norfolk and Norwich Hospital: Dr A. Batty-Shaw, consultant physician, United Norwich Hospitals, on "The Norwich school of lithotomy" followed by a display of stones. Dr N. G. Coley, on "Animal chemists and the urinary stone". Optional excursions.

Evening: Conference club, University House. Banquet for gourmets. Play at the Theatre Royal. Tour of inns.

Wednesday September 10

Morning: Science sessions. Professional session: "The function of NHS pharmaceutical officers in relation to pharmacists in hospital and general practice"; speakers Mr S. H. Shaw (Essex Area Health Authority), Dr Shirley Ellis (Suffolk APO), Mr D. C. Mair (chairman Greater Glasgow Health Board APC). Optional excursions.

Afternoon: Scientific discussion forums. Optional excursions.

Evening: Conference banquet, Norwood Rooms, Norwich.

Thursday September 11

Morning: Conference lecture. "Research relating to illness and social deprivation" by Sir Douglas Black, chief scientist, Department of Health.

Afternoon: Conference excursion: a tour of the Norfolk Broads.

Evening: "Norfolk night" Biergarten, Great Yarmouth.

Friday September 12

Morning: Symposium sessions: "Medicaments for topical application"; Dr Boyd J. Poulsen (Syntex Research, California, USA) on "Topical drug delivery systems"; Dr Jane Shaw (Alza Corporation, California, USA) on "The use of percutaneous absorption for drug administration"; Dr R. H. Champion (consultant dermatologist, Addenbrooks Hospital, Cambridge) on "The clinical aspects of topical medication". Optional excursion.

Afternoon: Closing session, St. Andrew's Hall.

Evening: Conference ball, Norwood Rooms, Norwich.

The Conference office will open for reception and registration of delegates on

Sunday September 7, 2 pm until 7.30 pm in the foyer of University House. It will also be open daily in music practice room 1, University House, from Monday until Friday.

Pre-prints: Speakers who submit their papers in time for pre-prints to be circulated, are asked either to summarise the paper or speak to it, in their presentation at the session, and not to read it in full. This means that it is to the advantage of delegates to obtain pre-prints and read them before the session. As only a limited number will be available at the session, delegates are asked to take the pre-prints with them.

Hotel accommodation: Delegates reserving hotel accommodation at the nominated hotels are reminded that it is essential to state that they are attending the British Pharmaceutical Conference. Hotel accommodation is restricted so early booking is advised. The hotels have only promised to hold rooms available for conference until August 16. After this date accommodation will depend on normal availability.

Application forms will be sent to those persons who attended the 1974 Conference. Other requests for information and application forms should be made to: Miss S. Y. Harris, Pharmaceutical Society of Great Britain, 17 Bloomsbury Square, London WC1A 2NN.

Daniel Hanbury's lesson for pharmacy today

"It might be to the advantage of pharmacy if those who negotiated on behalf of the profession for remuneration of pharmacists under contract with the Ministry of Health could have as their starting point, the words of Daniel Hanbury in this article published in the *Chemist & Druggist Almanac 1870*," said Professor E. J. Shellard, professor of pharmacognosy, Chelsea College, last week.

Professor Shellard, who was reviewing Hanbury's life and work on the centenary of his death, produced the following Almanac quotation at a meeting of the Pharmaceutical Society and the British Society for the History of Pharmacy: "It is a fact not generally understood that the chief cost of many medicines lies in the time, skill or care required for their preparation and not in the mere value of the ingredients. The latter are often of small intrinsic value, yet the duty of compounding them should be entrusted to none but a well informed and careful pharmacist, familiar with the properties of the substances prescribed, competent to identify and ascertain their purities, acquainted also with the best method of combining them and presenting them to the patient in a safe and convenient form. These qualifications are *personal*; they are to be acquired only by the expenditure of time and money; and, inasmuch as they are valuable so they should command adequate remuneration."

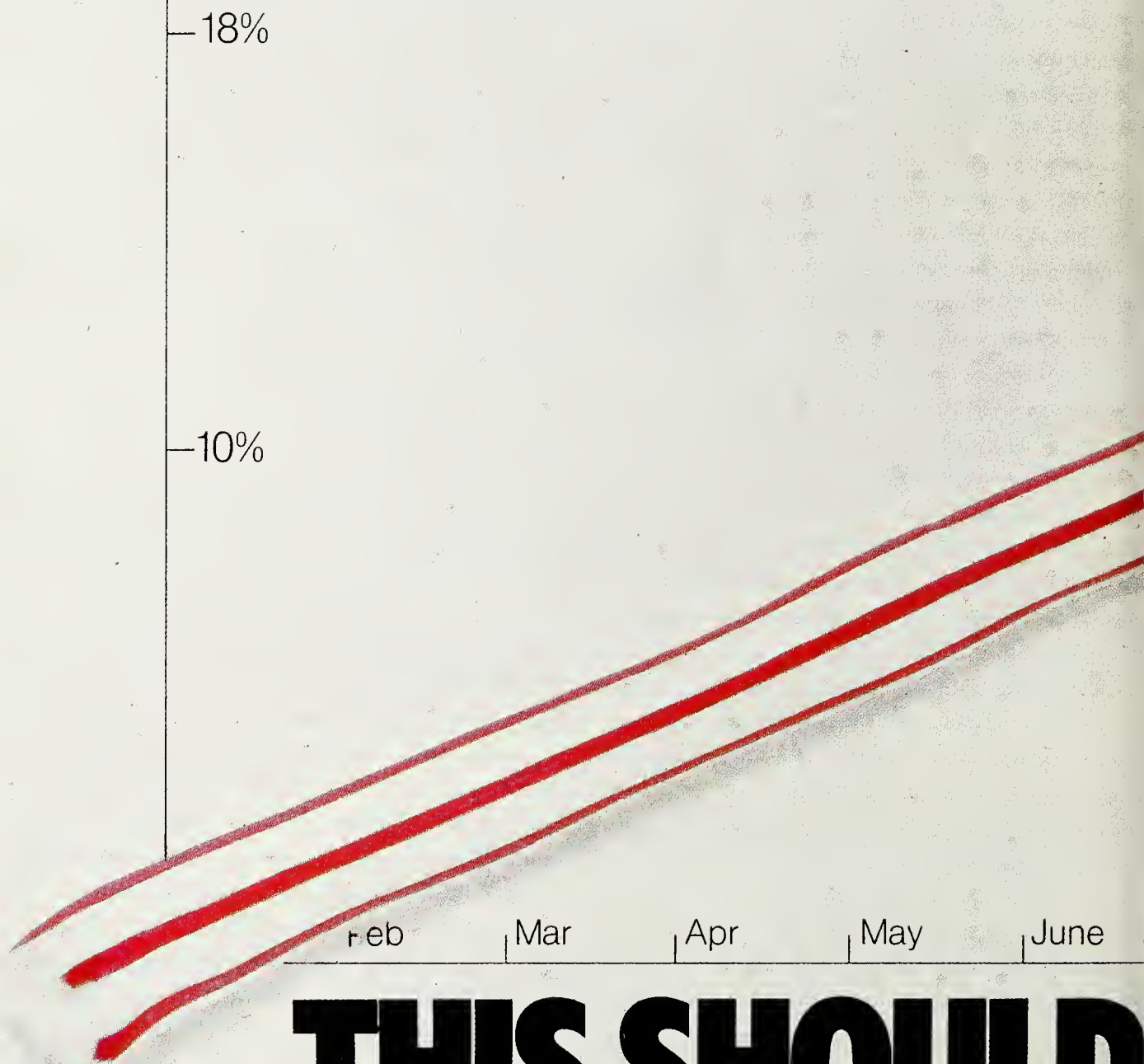
Professor Shellard suggested all pharmacists would do well to re-read the article. "Although it was essentially an attack upon the Co-operative movement, to which obviously he was bound to take exception because of his class differences, the underlying philosophy regarding the status of pharmacy cannot be denied."

Earlier in his paper the speaker had said Daniel Hanbury's contribution to pharmacy was almost exclusively scientific—through the science of pharmacognosy, though he always referred to himself as a pharmacologist since the word "pharmacognosy" was not used officially until the 20th century—and he had been obsessed with the aim of ascertaining the truth about the crude drugs used in the family business. Hanbury's books with Flückiger, *Pharmacographia*, had enabled pharmacognosy to become an independent subject of study of major importance and, by establishing the biological sources of crude drugs in common use, it had given pharmacy the status of responsibility it badly needed.

"It is said that history always produces the right men at the right time," said Professor Shellard. "Certainly history provided a man having the ability, interest, opportunity, resources and time necessary to establish the new profession of pharmacy as an honourable one at a very critical period in its development. But all these virtues, by themselves are not enough. Success can only be achieved by hard, determined effort."

Daniel Hanbury's life was also reviewed by L. G. Matthews in *C&D*, March 1.

□ "Pride of Place", the photographic exhibition which is part of the Kodak contribution to European Architectural Heritage Year, will be on show at: Carlton Hotel, Bournemouth, May 19-July 2; The Pavilion, Hemel Hempstead, Herts, July 10-19; St Cuthbert's Co-operative Society, Bread Street Branch, Edinburgh, August 22-September 22 (Edinburgh Festival); *Post* and *Echo* newspapers show-rooms, Liverpool, October 2-29.



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For your part, we simply ask that you stock plenty of Signal 2 through '75.

It means a lot to us. But it'll mean even more to you.

Signal 2

No other toothpaste is better at fighting tooth decay.


Elida Gibbs Ltd
The Brand Builder

Industrial pharmacists group, Pharmaceutical Society

Attitude — the Medicines Act key for small manufacturers

The three essentials required by a small company having to cope with the Medicines Act are knowledge, finance and attitude—with the latter a priority to gain time to defray the cost and to acquire the knowledge. That was the conclusion of Mr B. I. M. Bloom, R. P. Drugs Ltd, in his introductory paper to a meeting of the industrial pharmacists group of the Pharmaceutical Society which discussed small manufacturers' problems at Bradford University last week.

Drawing from his own company's experience of the Act's operation, Mr Bloom said his first encounter with the medicines inspectorate had been "traumatic", with questions he did not know existed being asked on subjects he did not know existed, but it resulted in a determination to change before change was forced upon the company. Others with longer experience in the industry may have resented being told what to do by younger men, but Mr Bloom believed that reality could only be denied for so long. Eventually a "crunch" arose when there was an attitude of waiting until the inspector insisted on changes—there was then a backlog of work, considerable sums of money to be spent to rectify the situation and perhaps a period out of production. Surely that was not good business sense.

Rational discussion

Mr Bloom considered it good sense to meet the inspector half way. "Go to them with your difficulties before they come to you so they can be discussed in a rational manner. The work can then be scheduled and it must take the pressure off." His company had discussed proposed changes with the inspector from the start to ensure that they were as far ahead of the minimum standards as possible (though it was not known what the minimum standards were!) bearing in mind economic restrictions.

The initial blow had been the amount of paperwork involved in product licensing—a particular problem for contract tabletters because of the number of products handled. A later phase, following on analytical and quality control, was control of the manufacturing environment—dust extraction, working methods, etc—which led many tablet and dry preparation manufacturers to reconsider the cost-to-profit ratio of some products and to contract their production activities into fewer areas.

Currently questions were being asked about products such as "What is going on inside your bottle of tablets?" and again Mr Bloom cautioned companies about ignoring the problems of breakdown products and stability because of their enormity. The questions were after all not

unreasonable since the products were for human consumption.

The speaker forecast that a future move would be in the field of microbiological control of raw materials, finished products, environment and personnel. But how many companies would be able to introduce even a basic system without employing a microbiologist at considerable expense? The advantages of having a pharmacist quality controller could be more obvious in this situation. There was also re-licensing of premises and conversion of product licences of right to come, with increasing information required on breakdown products, dissolution and bioavailability. Cross-contamination was beginning to emerge as worthy of increased study, but again there was no definition of what was good and what was bad—"How do we get the information?" Again it would mean more time, more space and more money. "That is fine if you can employ another half-dozen people to sort it all out, but most small companies have a person doubling, trebling or quadrupling on jobs and it creates tremendous pressure."

Nevertheless, Mr Bloom believed that forward thinking could overcome the problems. Attendance at meetings of industrial groups brought contact with staff of larger companies and information of a technical nature; the universities might also offer advice or consultancy. But the speaker believed that there was room for great improvement in the passage of information from the inspectorate about the type and scope of standards they would be requiring companies to implement over the next four or five years so that changes could be planned on a sensible basis.

Be prepared

There was no doubt that the smaller companies provided a valuable service to the population but in a large part its future was in its own hands. That presumed only that the inspectorate were reasonable people who, if approached in the right way, would listen to reasonable argument and not act before consideration of all the facts. But, Mr Bloom concluded, a manufacturer must have sound pharmaceutical evidence if he wished to oppose an inspector's order—and that, again, came back to knowledge.

Mr R. Baker, a superintendent medicines inspector, said it was possible to get into a "crunch" situation if the purpose of the Medicines Act was overlooked—protection of the consumer. If a manufacturer persisted in methods that were likely not to be safe the inspectorate was bound to take action. But if the inspector said "jump", there was an entitlement to ask—which way?; "we will get a lot further forward

if we can get to the stage of discussion rather than collision." The inspectorate could not act as a firm of consultants, however.

Mr A. Fuell, Proprietary Association of Great Britain, said some of his members were concerned about inspectors asking for more quality control on incoming raw materials. Mr Baker said it had been found that most companies carried out no examination at all, yet instances were known of materials that did not comply with the label. The inspectorate were trying to persuade companies to identify—not assay—every container. Until last year that had not been asked in the case of materials from one-product (sugar, starch, for example) suppliers, but the attitude had changed since a case involving mercury-treated feed grade starch.

Mr R. Thornton, Thornton & Ross, stated that a feasibility study on testing every single container showed that it would require his company to increase staff by five, but the over-riding difficulty was motivating people to do a lifetime of testing and perhaps never finding anything wrong. There was no substitute for random tests plus a check of every container of hazardous materials. Inspectors were bound to see better practices in the larger companies and might therefore have a tendency to assume that something different in a small company was suspect. Mr Thornton believed there would have to be a better method of invoking a second opinion or a consensus. Mr Baker replied that the differences between small and large companies were understood and the inspector's function could be regarded as cross-fertilisation.

Advantages of belonging

Mr W. H. Stephenson, Boots Co, spoke of the advantages of belonging to trade associations—"you will get information you didn't know existed"—but suggested that the Pharmaceutical Society's scientific section had a role in disseminating information. Mr J. Ferguson, an assistant secretary of the Society, said that in June there were to be small informal working group meetings.

When questions were asked about the inspectorate's intentions on product efficacy, Mr B. H. Hartley, an inspector, said there were to be "talking shops" on the licences of right review in London and Manchester during May.

Mr Baker, referring to Mr Bloom's admission that inspection had revealed gaps in his knowledge, suggested that filling the gaps should improve the management of the business. Was there an equation relating the costs imposed by the Medicines Act with the savings resulting from fewer reworks, fewer out-of-stocks and fewer recalls, he asked? And did it add up to cost or gain?

Meetings on licensing

The "talking shops" referred to above are at the Chartered Insurance Institute, 20 Aldermanbury, London EC2 on May 6, and at 36 George Street, Manchester, on May 13. Both meetings will commence at 10 am and further details are available from the Medicines Division, Department of Health, 33 Finsbury Square, London EC2A 1PP.



*Ads like this one
will be appearing
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women's
magazines.*

*This is the
theme of Johnson's
dramatic new
advertising for
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What the naked face is wearing this year

A contradiction in terms? Not really. Because how would you get your face scrupulously clean – really naked?

Well, if you're dealing with make-up, what's needed is a really pure cleanser, one that's gentle, safe and effective – penetrating deeply, yet gently removing every trace of make-up – so your skin is left soft, supple and very touchable.

Now who would make a cleanser with an original touch like that?



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cleansing market
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biggest press campaign
ever.*

*Sales will be higher
than ever before!
Make sure you stock up
now to meet this extra
demand.*

Even if the British summer only lasts a few days, there's one suntan product you can sell.



Spot the difference between the drawings, and you could make a lot of money.



It's called Bergasol.

And you'll still be able to sell it even in the worst of British summers because Bergasol does what no other suntan product can do.

Bergasol can tan you faster.

"It must be a tint or a dye."

No. Bergasol can't work without the sun.

Bergasol contains Bergamot Oil – derived from the Bergamot fruit, which enhances the pigmentation response to Ultra Violet Radiation.

In other words, it actually accelerates the tanning process. Bergasol also screens out the Ultra Violet B rays that cause burning.

"Not another amazing scientific breakthrough."

Well, not really, it's been known for a long time that bergamot oil darkens skin in the sun.

But it wasn't until modern science added carefully balanced screening filters that bergamot oil became Bergasol and safe for suntanning.

"Isn't it just for people who tan easily?"

No, everybody can benefit from Bergasol.

In fact, we make three kinds of Bergasol to cover all your suntan product customers.

Regular Bergasol oil or gel for people who tan normally; moisturising tanning lotion and cream if the sun dries their skin; high protection Bergasol for people with sensitive or fair skins; and, of course, After Sun lotion.

"Where will Bergasol be sold?"

Only through Pharmacies and selected Department Stores.

But we'll also be selling Bergasol in our full page ads in national dailies throughout the spring and summer.

We're confident Bergasol will sell successfully in Britain because no other product can claim faster tanning even in British sunshine.

And because in Holland and Belgium where the climate is similar to ours Bergasol shot to market leadership in chemists in just two years. Even with a premium price.

Bergasol won't be cheap here either. It retails from £1.50 to £1.95.

"£1.50. Isn't that a bit expensive?"

In our research consumers thought the difference was worth the difference.

So will you, there's a high unit profit on every item you sell.

Whether you buy from us direct or from your wholesaler there are special range display units available and consumer leaflets.

Although, if any of your customers seem to need any more point of sale persuasion, you can always tell them it's a lot cheaper way of getting a tan than two weeks in Majorca.



Bergasol. Makes the most of the sun.

Professional News

Pharmaceutical Society for Northern Ireland

Special grant needed for pharmacies training postgraduate students

Replies to the Pharmaceutical Society of Northern Ireland's questionnaire on acceptance of students for practical training in pharmacies indicated that general practice pharmacists would accept them only if a training grant was made available, the Society's Council was told at its April meeting.

The secretary reported that 41 replies to the questionnaire had been received, and the replies had, for the most part, indicated that opinion. It was agreed that the secretary should write to the Department of Health and Social Services to inquire about the possibility of such a grant being made, and that the Education Committee should look into the matter in detail. The Committee was also asked to submit a programme of postgraduate lectures and courses for 1975-1976.

Business management course?

Professor P. F. D'Arcy said he had received a letter from Professor Bates, professor of business economics at the Queen's University, about the possibility of providing a course in business management for students of the Society. Before disclosing the contents of the letter, Professor D'Arcy referred to a report in a weekly pharmacy paper in which it was erroneously stated that Queen's University would shortly introduce business management as a subject into the course for the degree in pharmacy. No such proposal had been made by him, the Senate of the University had not considered the matter, and no approach had been made to the Councils of the Great Britain and Northern Ireland Societies. As he did not think the report would be widely read he considered it unnecessary to approach the editor of the paper concerned to ask for a correction to be published.

A member said he had been approached by a member of the staff of the paper for information about the Council's proposals in regard to business management courses, but he could not believe he had been responsible for what was published. The president, Mrs C. B. A. Watson, said Professor D'Arcy had been placed in an embarrassing position and hoped that such a situation would not occur in future.

Continuing with the letter Professor D'Arcy said there had been a rapid increase in student numbers in the Department of Business Studies without a corresponding growth in staff or resources. This meant that any new service teaching commitments in the Department would be extremely difficult to provide. Under their self-financing post-experience programme, fees had to be charged to cover all costs. Courses specially commissioned by outside

bodies were conducted, but on a strictly commercial basis. During the present academic year the cost of such courses had been £20 per day per course member. A two week course for 10-15 members would probably cost, in 1976-77, a total £3,000-£4,000. Other possibilities were mentioned but Professor Bates was not too hopeful about them. It was a question of money and the sum involved was large. Professor D'Arcy said he would contact Professor Bates again for further discussion.

Mrs Watson said she had attended the annual meeting of the Lurgan, Portadown Armagh District Branch on April 7. It was followed by an enjoyable dinner and a talk by Mr R. G. P. McMullan on the work of the Central Services Agency. It was not generally appreciated that the method used by the Agency for pricing health service prescriptions made available much more quickly information about the prescribing habits of doctors. As a result, Mr McMullan and his staff were receiving requests for information and these added greatly to their work load.

A letter from the Ulster Chemists' Association was read accepting the Council's offer of a five year lease of office accommodation in the Society's house at an annual rental of £750.

President's 'at home'

Mrs Watson said she would very much like to have had an "At home" before the winter programme ended. She had approached a speaker about a talk on surgical appliances followed by a display and demonstration. Difficulties had arisen over a suitable date and the fact that the work of repairing the entrance to the lecture hall would shortly commence. It was agreed that Mrs Watson and Mr G. E. McIlhagger should endeavour to make arrangements for the meeting as quickly as possible.

Mr McIlhagger said the recent weekend course on the preparation of eye-drops had proved both interesting and instructive. He knew that those who attended were enthusiastic that further week-end courses be included in next year's programme and hoped the Education Committee would bear this in mind when making out the programme.

Mrs Watson reported that Mr K. E. D. Mackrell, the Society's accountant, had died suddenly. The secretary was instructed to convey the sincere sympathy of the president and Council to Mr Mackrell's widow and family.

It was reported that an investigation of the register of pharmaceutical chemists had recently been made. On March 1,

there were 1,038 names on the register; 85 of those members resided outside Northern Ireland and a further 161 were employed for less than 13 weeks in the year. Of the remaining 792, 64 were employed in hospital pharmacy, 3 in teaching, 8 in administration and 27 in wholesale and medical representation work, leaving a total of 690 employed in general practice pharmacy. The number of members over 60 years of age was 261 (25 per cent); over 50 years 453 (44 per cent); over 45 years 589 (57 per cent); and over 40 years 837 (80 per cent).

Applications of John Stewart Johnston, 2 Sentry Hill, Ballymena, co Antrim, and Leo Michael Morgan, 12 Lansdowne Road, Belfast BT15 4DA, for the restoration of their names to the register of pharmaceutical chemists for Northern Ireland were granted.

Scottish consortium runs health centre pharmacy

A new Scottish pharmacist-consortium-operation within a health centre has been launched at Victoria Hospital, Kirkcaldy, Fife by Health Centre Pharmacy (Kirkcaldy) Ltd, a private company sponsored by ten local pharmacists already operating within the town. The new health centre began work on April 1 when the first of the 14 general practitioners involved moved in; the pharmacy began dispensing work on April 8.

Mr George Penman, MPS who has been operating his own pharmacy at 83 Hendry Road, Kirkcaldy has been appointed manager of the new business on behalf of his consortium colleagues and will close down his own business. This is one of the first such units in Scotland and was proposed by the chemists when the building of a Victoria Hospital Health Centre was first mooted.



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Surgical and Support Hosiery

This is another in a series of C&D technical features on appliances and related products. The first part deals with the supply of elastic hosiery on the National Health Service and the second part describes the various types of non-NHS support hosiery available for sale through pharmacies.

1. Selecting the correct support

by J. Drew, FIBST

The correct fulfilment of an F.P.10 form for "surgical stockings" requires a great deal of care in the selection and fitting.

While the Drug Tariff details standards of material and certain manufacturing standards, the pharmacist is confronted with a patient of highly specific requirements and a multiplicity of different manufacturers' products. The supply of the wrong stocking be it a poor product or the inappropriate supply of a good product can lead to harmful effects.

Some knowledge of the theoretical basis of the function, as well as some understanding of the different types of products available, must be obtained if the correct fitting is to be achieved.

The most common reason for the use of surgical stockings is to support varicose veins and control their sequelae.

The normal direction of venous blood flow is from the superficial vein through the fascia via communicating veins to the deep veins. De-oxygenated blood is thus returned to the heart by the deep veins lying between deep fascia and bone. Along the veins are valves which allow the blood to flow forward towards the heart but prevent it running back in the opposite direction.

The "muscle and skin pump" action produced by walking etc encourages the emptying of the deep veins towards the heart; this has a lesser effect on the superficial veins. Thus the valves of the superficial veins are relatively more important in preventing gravity pulling a column of blood into the lowest veins. When a vein becomes weak or strained it enlarges, the valves cannot operate efficiently, the blood flows sluggishly and that is the beginning of a varicose condition.

Whatever the cause of the condition,

The "before" and "after" illustrations, courtesy of Scholl (UK) Ltd, show that not only do lightweight elastic yarn stockings provide support but also conceal scars caused by several operations and injections for varicose veins.

excessive physiological demand, congenital weakness or acquired anatomical abnormality, compression can be applied by an elastic stocking. The "muscle and skin pump" then functions against the thrust of the inwardly exerted compression and venous return is increased.

The compression force imparted by the tension of an elastic stocking is inversely proportional to the radius of curvature of the leg at a given level. The tension is a function of the elasticity of the material used and the method of construction.

A poorly constructed stocking, ie a straight tube of elasticated material woven with the same mesh size and thread tension throughout, may give great variation of pressure at different levels.

Excessive pressure may be harmful in that it tends to diminish the arterial as well as venous flow. Inadequate pressure is ineffective in supporting the affected vein. Even more detrimental is a combination of both, as an excess of pressure at one point cuts off the venous return and increases the dilation of the veins below the constricted area.

The normal healthy leg has different radii of curvature at different levels and the greater the distance between heart and vein, the more work needs to be done to counter the gravitational effect on the blood flow.

An ideal stocking, therefore, must be constructed to give a compression that is related to the vascular pressures of the healthy leg and exert a corrective force, with most pressure at the ankle and diminishing towards the thigh. Different stages of varicosity call for different degrees of compression, achieved by stockings of different material and construction.

The only stockings available on prescription, as detailed by the Drug Tariff are those made from rubber threads covered by either cotton or nylon. The yarn of the covering material is spun on to the elastic core from opposite directions to eliminate twist in the finished thread. Different "weight" stockings are made

from rubber of different diameters and varying thickness of covering thread.

The way in which the threads are woven gives stockings of various compression qualities as well as different styles. Originally all non-elastic hose was cut to a preshaped pattern from flat cloth and seamed down the back. This method of fashioning shape is still employed for the net elastic hose, seamed stockings available on prescription.

With the advent of hand frames and later, rotary machines, seamless stockings were obtained. In the 1850s elastic was first incorporated in the weave, and both seamed and seamless elastic stockings with one way stretch properties only, were obtained. Today only the one way stretch seamless stockings made from fine or stout thread can be supplied on prescription. The elastic threads are woven only around the circumference of the garment to apply a strong concentric pressure, with no elasticity along the length of the leg.

The machines on which these stockings are made are of two types, one with the needles in a single row or flat bed, the other with the needles in a circle. Shaping is achieved on a flat bed machine by using only as many needles as are required for a given width, the resulting product has to be seamed to achieve leg shape. A circular knit machine uses all the needles and fashioning is obtained by shortening the stitch for the narrowness of the ankle and lengthening the stitch for the thigh width.

The past three or four decades has seen the development and wide acceptance of stockings woven from threads giving two way stretch characteristics, ie girth and length elasticity. The elastic stockings produced for supply on prescription are made from a standard weight yarn either cotton or nylon on both circular knit machines and a "modified flat-bed" machine. This latter machine has two parallel rows, the yarn carrier traverses one bed and completes the course by returning along the second. This gives a circular action, but the fashioning is still achieved by changing

the number of needles used to give a particular width.

The most recent development accepted for prescription is the lightweight stocking which is made in a similar way to the standard weight stocking, the differences being that the rubber threads are covered with nylon only and alternated with nylon only threads resulting in lighter and more sheer garments.

For *strong support*, heavy one way stretch stockings exerting a marked concentric pressure are indicated, ie for severe varicose veins, sprains and sometimes for protection.

Where *medium compression* is required two way stretch fabrics, either the standard weight yarn indicated in varices of medium severity or slight oedema or standard elastic net for varices requiring still less support.

Mild support is obtained from the lightweight fabrics, either the yarn or net construction. Again the net, being open mesh, is less substantial than the circular knit or flat bed stocking of the "yarn type". Both are only suitable for superficial varices or for patients who need to take preventive action, ie women who have a tendency towards varicosity at the beginning of pregnancy.

Fitting expertise

The gross construction of a stocking be it below knee, above knee or thigh stocking must be clearly understood by the person supplying it. While an FP10 form may indicate the type of stocking required, the supplier is responsible for checking that the ordered stockings are correct for a patient at the fitting, ie should a varicose condition come higher than mid-thigh level, then a "thigh length" stocking which has effective compression only to the mid-thigh may not be suitable. If there is any doubt the FP10 form should be returned with an explanatory note to the doctor for his reassessment. However good the product and specific the prescription, it is the professional expertise in fitting that is essential for effective treatment.

The majority of stockings supplied are of stock size in the different types of fabric, produced by manufacturers to given compression ratios determined after years of research and experience. Despite the fact that these are "off the shelf" no surgical stocking should be supplied, unless it is a repeat, without a fitting. The use of a tape measure is as important for the correct supply of these as it is for a made-to-measure garment.

Different manufacturers' measurement requirements are fundamentally the same, as seen from the almost standard measuring forms. It is best to remember that too many measurements are better than too few and that as well as the widest and narrowest girths, lengths of leg are essential. Distance between the top of the stocking to the joint below is important.

When taking measurements it should be borne in mind that even a healthy leg will swell to some extent during the day, particularly noticeable in people whose occupations entail standing for long periods. A leg that has even a slight oedematous condition may swell markedly towards the end of the day. The ideal time for taking measurements is in the morning, after a brief discussion with the

patient when an idea of the extent of this daily swelling may be gleaned. If the measures cannot be taken early in the day then some compensation can be made by taking "tight measures". A stocking that fits well in the morning controls the leg during the day.

Care must be taken in inspecting the limbs as other conditions may influence the choice of fit and type of stocking supplied. Are there any particular sites with a tendency towards ulceration? Another complication may be new scar tissue, ie skin grafts, where there may be some weakness in the structure of the skin itself.

In such cases, seams or ribbed edges of an elastic stocking should be avoided. In some instances the compression applied by a heavy, poorly ventilated stocking may affect the skin condition.

Does the patient have a total or partial anaesthetic condition? Is the patient diabetic? In either of these cases, seams or stocking edges could produce complications if they coincide with a pressure point, ie around the heel or under the metatarsal joints. This is particularly important if the patient has swollen, arthritic joints. Further, can the patient cope with the stocking?

There is no point in going to great lengths to supply a good fit of the desired compression if the patient lives alone and cannot physically apply the stocking, ie has limited power in the hands and arms or is unable to reach the foot due to lack of flexibility of spine or hips. A stocking applicator may help in certain cases but not all. It may be better to compromise and accept a tension that the



patient can cope with than supply a garment that will not be used.

Finally, instruct your patients how they can obtain the most benefit from the garment by careful, correct application and washing. Avoid oil and grease contact as this attacks the rubber. Any specialised dressing such as antibiotic gauze for ulcerations, must itself be covered well to protect the stocking.

The efficacy of a given elastic stocking, be it for therapeutic or prophylactic use, ultimately depends on the experience and care taken by the person measuring, fitting and instructing the patient.

Checking the prescription

When supplying hosiery under the National Health Service it is essential to make sure that all the correct details are given on the prescription and that there is no confusion in the prescriber's mind as to what the patient requires.

All prescriptions should specify three details: the quantity eg single or pair, the fabric and the article eg thigh stockings. The fabric may be one way stretch, ie seamless fine or seamless stout thread, or two way stretch, when it must be specified as standard or lightweight yarn, or standard or lightweight net. The words "yarn" or "net" are essential and forms ordering "nylon yarn" hosiery must be endorsed to show that the prescriber has been asked if standard or lightweight was intended.

Net stockings for supply on NHS prescription have open toes and heels and are always made to measure. Here it is important to check that the patient knows the stocking will have a seam which may be unacceptable to younger women.

Similarly, a doctor may order "seamless fine thread" thinking he is ordering the lightest weight hosiery, when "seamless fine thread" refers to one way stretch material which is only likely to be needed in the most severe varicose veins. In this case it is wise to check with the doctor or patient, particularly if a young woman, that one way stretch is exactly what she wants—otherwise she may refuse to wear it on discovering how much thicker it is than her ordinary hose.

The Drug Tariff emphasises that the prescriber should be sure the patient will wear the appliance when it is made and supplied.

The prescriber may also be unaware of the delay involved in obtaining a made-to-measure one way stretch kneecap, for example, when it is probably needed by the patient for immediate use.

Most hosiery can be supplied from stock sizes. Manufacturers supply charts and details of the measurements to take for stock sizes and the extra measurements needed when the hosiery has to be made to the patient's individual requirements. Certain lightweight elastic yarn stockings are fitted according to normal stocking size, and in this case the measurement required is foot length.

When flatbed knit is specified, the stockings are made-to-measure and the price correspondingly higher, a point to remember when endorsing prescriptions. Likewise, the prescription should be endorsed if an outsize stocking (top circumference 60cm or over, length 75cm or over) is ordered. The Tariff also says that the contractor may be required to produce the manufacturer's invoice for hosiery made-to-measure.

The prescription charge to the patient is per item, ie one pair of stockings carries two charges. But, for the purposes of prescription endorsement, one stocking, a pair or 2 pairs of the same article and fabric are all regarded as one item.

If you're wondering whether to order Lastolita—have a quick word with your wife...

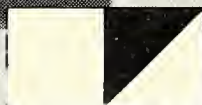
Lastolita tights and stockings are the most attractive support wear a woman can have – and that's very important if she has varicose veins, leg troubles, or if she's expecting a baby.

Lastolita maternity tights have a unique fishnet elastic support panel to give legs and tummy continual support.

Together with Lastolita light-weight tights and stockings they make every woman feel comfortable... and beautifully fashionable.

A convenient display unit is available to keep sales moving fast.

Full details from your Lastonet Rep; or write to Lastonet Products Limited, Redruth, Cornwall.



Lastonet Products Ltd.

SURGICAL AND SUPPORT HOSIERY

2. When a lighter support is required

Many women still regard support hosiery with a mixture of suspicion and dislike—thinking perhaps of the heavier surgical hosiery designed for the sufferers of more severe varicose veins.

But a wide range of non-NHS hosiery is available which can be recommended as a preventive measure for people who have to stand for long periods and who, together with the obese and pregnant women, are among the groups considered to be most at risk from developing varicose veins. Any symptoms of tired, aching legs, or swelling in the lower leg can be regarded as warning signs.

Most non-NHS support hosiery is made from a combination of an elastomeric yarn and nylon, although some tights have the legs made to the same specifications as NHS elastic hosiery. The strength of support depends on the amount of elastomeric yarn, with the strongest on the market containing over 20 per cent. This proportion is not directly related to the denier although hosiery with a higher denier usually tends to have a higher proportion of elastomeric yarn. From January 1976, an EEC Directive will require certain textiles to indicate their fibre content.

Tights, whatever the specification, are not available on NHS prescription by general practitioners. The Department of Health has not yet been convinced that hosiery with elastomeric yarns offers as effective support over several months wear as rubber hosiery. Support tights are, however, available under the NHS on the prescription of hospital consultants. Despite rumours to the contrary, it is unlikely that the situation will change in the near future.

Elbeo are trying to solve the question of whether man-made fibres offer as good

support as rubber hosiery by sponsoring research at Nottingham University's new medical school into ways of measuring support and comparing the supporting qualities of different products. The result will be submitted to the Department of Health, but even if support hosiery is eventually included in the Drug Tariff, it is felt that there will have to be strict standards laid down and curbs on its use to prevent abuse.

The total surgical and support hosiery market is about 18 million pairs annually, or 2½ per cent of the total hosiery market, with an annual turnover of about £18 million. Personal Supports Ltd, who supplied this figure, break it down into non-NHS tights 15m pairs, non-NHS stockings 2m pairs, Drug Tariff stockings 0.7m pairs and appliance contract stockings 0.3m pairs. While pharmacies supply most of the Drug Tariff stockings, the company estimates chemists' share of non-NHS support hosiery as between 5-10 per cent and say that about 3 per cent of all hosiery is sold through pharmacies.

Promotions

Scholl (UK) Ltd have just finished a national series of 30 hosiery weeks which they hope to be repeating later in the year. A dispenser containing consumer booklets "The Scholl guide to better legs" and display cards are available. To help doctors and pharmacists in interpreting the Drug Tariff, Scholl have produced a "Guide to prescribing" elastic hosiery. New colours in hosiery are also planned for later this year.

Personal Supports Ltd are advertising their maternity brands in *You and Your Baby* in 1975 and Supp-hose support brands in *Woman*, *Woman's Weekly*,

Good Housekeeping, *Belfast Sunday News*, *Belfast Irish News*, Southern area television, radios Glasgow, Birmingham, Manchester, Newcastle and Liverpool.

Displays for Elbeo include a twin pack stand and show cards, size charts, size "computers" and shade cards. Sheer Perfection tights are available in a three-tier 18 pair counter display unit.

Pretty Polly are running a national support promotion until May 17. Stand-easies tights are offered at 10p off and Sheer Support tights have 25p off. Point-of-sale material includes showcards, pack-holders and posters. This year's promotional campaign includes advertising on the Underground and provincial poster sites, magazine advertising and frequent 30-second "spots" on seven commercial radio stations throughout the UK.

Golden Lady provide counter display stands which hold the consumer leaflet "How every woman can look after her legs" and merchandise, or small counter dispensers for the leaflets only. The company offers independent pharmacists help towards the cost of advertising these products in the local Press—a scheme which is organised by Credenhill Ltd.

Credenhill offer a "return of post" service on most stocks, with discount terms available.

A word about Lycra

by Margrit Shaw,
Du Pont (UK) Ltd

The multi-million pound stockings and tights industry has its foundation in the invention, by Du Pont in the 1930s, of nylon, the first truly man-made commercial fibre. The company is today the world's largest producer of textile fibres and yarns and a new dimension to the hosiery business has been opened up by elastane fibre.

All man-made fibres on the market belong to a family group: acrylic, polyester, nylon or elastane. Lycra is the registered trademark of Du Pont for its elastane fibre, a stretchy yarn which has replaced natural rubber in a range of products.

Lycra contains the same elements as nylon arranged in different order in the polymer chain. This long chain synthetic polymer is comprised of at least 85 per cent segmented polyurethane.

The physical attributes include a two-to-four times greater break strength and up to twice the stretch recovery of natural elastic thread. Lycra also has extremely high abrasion resistance and is highly

Continued on p612

Display material from Scholl (UK) Ltd



SURGICAL AND SUPPORT HOSIERY

Products and suppliers

1. Surgical and NHS

Thos Glover & Son Ltd

Verlofabrik: standard elastic yarn, cotton, flatbed knit, fully fashioned, open toe. Thigh length and above knee, sizes small, medium and large.

Lastonet Products Ltd

Lastolita: lightweight, superfine, nylon elastic yarn. Thigh length, full foot. Small, medium, large.

Lastofine: lightweight, nylon elastic yarn, thigh length. Full foot, sizes 8½-11. Open toe in small, medium, large.

Lastosheer: lightweight elastic net. Thigh length or below knee, with or without toe. Made to measure. Seamed.

Lastoyarn: standard elastic yarn, cotton or nylon. Thigh length, below knee, anklets, kneecaps. Small, medium, large or made to measure.

Lastonet: elastic net. Seamed. Made to measure.

Lastothread: one-way stretch. Seamless stout or fine thread. Thigh length, above knee, below knee, anklets, kneecaps. Stock sizes or made to measure.

Lenton Products

Supreme S8A Superfit: lightweight elastic yarn, thigh length, full foot, seamless. Small, medium, large. Dark. **S8B Superfit:** same but seamed and fully fashioned.

Supreme N5 Service: lightweight elastic yarn, thigh length, full foot, seamless. Sizes 8½-11. Dark or black. **N6 Service:** lightweight elastic yarn, thigh length, open toe, seamless. Small, medium and large. Light.

Supreme standard elastic yarn: nylon plated or super nylon, above knee, below knee, and thigh

stockings, kneecaps, anklets. Thigh (super nylon only), above knee and below knee leggings not on Drug Tariff. Cotton thigh, above knee and below knee stockings and anklets. Small, medium, large.

Supreme one-way stretch, seamless fine or stout thread. Open toe. Below knee, kneecaps or Anklets. Above knee in stout thread only. Small, medium, large and extra large. **Not available on Drug Tariff:** Fashioned (knee and ankle), above knee and below knee stockings with open toe, kneecaps, anklets. Small, medium, large.

F. Longdon & Co Ltd

Goldstar: lightweight nylon elastic yarn. Closed toes in sizes 8½-11 or open toes in small, medium and large and made to measure.

Swave: lightweight nylon elastic yarn, sizes 8½-11.

Lastestar: standard elastic yarn, cotton or nylon, flatbed knit, fully fashioned, open toe. Thigh length, above knee, below knee. Three sizes.

Silverstar: standard elastic yarn, cotton or nylon, circular knit.

Litenet: standard elastic net.

Elinstar: one way stretch, fine and stout seamless thread, below knee, anklets and kneecaps.

Burson: lightweight elastic yarn, thigh length, full foot, seamless, sizes 8½-11. **Burson:** standard elastic yarn, cotton or nylon, flatbed knit, open toe. Thigh length, above knee, below knee, small, medium and large. Sole distributor, Credenhill Ltd, 224a Clapham Road, London SW9 0QB.

Personal Supports Ltd

Activ-Ease: lightweight, nylon elastic yarn, thigh stockings, fully fashioned, closed toe. Rosedew

Lycra

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resistant to perspiration, oils, lotions and detergents.

Because of its high elasticity in terms of stretch and recovery, Lycra is never used in 100 per cent form in any garment, as smaller percentages provide ample recovery or holding power. In hosiery, it is used as a covered yarn—a hosiery nylon yarn is spun around a filament core of Lycra so that on the surface the yarn has the same feel and appearance as a normal hosiery yarn. Depending on the proportion of the elastane fibre a full support range is available from subtle cling to firm leg control.

To become a successful retailer of this type of support hosiery, it is essential to establish a working knowledge of the amount of stretch, recovery and support the various deniers offer. One good way is for sales assistants to have personal experience of actually wearing the product.

The hosiery must be of the correct size for the wearer to achieve the full benefits. Bad fit renders the whole objective to zero. Manufacturers go to great lengths to give clear sizing instructions on their packs and any doubts about the customers' measurements can be easily rectified by the use of a tape measure.

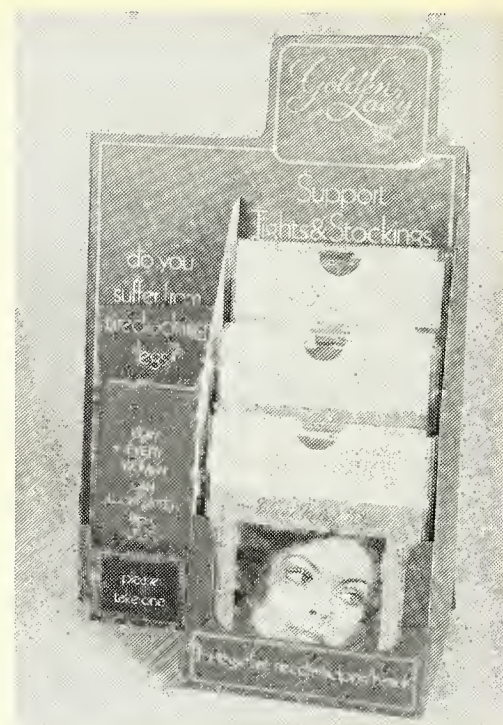
The tights must be put on in a sitting position, putting the foot into the first leg and gently pulling the tight to the knee, repeating the action with the other leg, then in turn pulling each leg to the crotch and finally pulling the pantie to the waist. This gentle pulling stretches the garment to just the right tension.

Tights and stockings with Lycra are available in 70, 40 and 20 denier, with the degree of leg support dependent to a large extent on the denier.

The 70 denier garment is intended for the woman with a certain amount of leg discomfort which can be eased with a firm support. But it must be emphasised that this garment has not been produced for the woman looking for an "easy way out" of a leg problem. For a serious complaint, medical advice must be taken.

The 40 denier garment is designed for those who need medium support but still require a degree of sheerness.

The 20 denier garment was originally designed to meet the need for a leg-hugging article which did not lose its clinging attributes during the course of the day, while being as sheer as hosiery of 100 per cent nylon. It was discovered that wearers of these tights commended them not only for their fit but also for the fact that their legs felt less tired at the end of the day than they had when wearing conventional nylon hosiery.



Golden Lady stand for support hosiery and free leaflets

(medium) and pecan beige (light) shades, normal or long lengths, sizes 8½-11. Also seamless in suntan (medium), normal length only. Wholesaler for some Eesiness and Supreme.

Pretty Polly Ltd

Super support: lightweight elastic yarn, thigh length, full foot, seamless, one shade, sizes 8½-11.

E. Sallis Ltd

Eesilite: lightweight elastic yarn with nylon plating, open or closed toe, small, medium, large or made to measure. **Nyfine:** lightweight nylon elastic yarn, very fine, without plating, closed toe, sizes 8½-11. Both thigh stockings.

Eesiness: standard elastic yarn, cotton or nylon, flat bed knit, anklets, kneecaps, below knee, above knee and thigh stockings, small, medium, large or made to measure. Circular knit anklets, kneecaps, below knee and thigh stockings.

Eesinet: standard elastic net, made to measure, anklets, kneecaps, below knee and thigh stockings.

One-way stretch: seamless stout and fine thread—anklets, kneecaps, below knee, above knee and thigh stockings. Stock sizes or made to measure.

Not allowed on Drug Tariff: knee and thigh leggings, thigh pieces, thigh kneecaps. **Dress:** extra fine nylon elastic yarn thigh stockings, closed toes, sizes 8½-11. **Eesimesh:** seamless nylon elastic net thigh stockings, closed toes, sizes 8½-11.

Scholl (UK) Ltd

Nylastik: lightweight elastic yarn, thigh length, full foot, seamless. Three shades. Sizes 8½-11.

Soft grip: standard elastic yarn, cotton or nylon, circular knit, thigh length, open toe. Below knee open toe cotton. Cotton two shades, nylon one shade. Small, medium, large and extra large.

Superlastik: standard elastic yarn, cotton, circular knit, open toe, thigh length, below knee, anklets, kneecaps. Small, medium, large.

Standard elastic yarn flatbed and standard elastic net: thigh, below knee, thigh for men, anklets, kneecaps. Made to measure.

Scholl one-way stretch: seamless, fine or stout thread, thigh length (made to measure), below knee, anklets, kneecaps, leggings.

Charles Williams & Co

Clifton brand one-way and two-way stretch.

Wood Bastow (Elastics) Ltd

Jayskin: standard elastic yarn, cotton or nylon, flatbed knit, open toe. Thigh length, below knee, sizes small, medium and large.

Suspenders and other accessories are also available from most manufacturers.

Expand your profits with Scholl elastic hosiery.

These two product lines, from Britain's largest manufacturer, are all you need to meet over 95% of your elastic hosiery requirements.

Scholl Nylastik and Soft-grip come in standard sizes to make it a simple matter for you to sell and dispense elastic hosiery. They bring you handsome profits, too: for example, up to 36% (on cost) on a pair of Nylastik stockings – and 33% for thigh-length Soft-grip stockings.

Between them, these two lines of hosiery cover over 95% of all prescription requirements in varicose conditions – so you can keep your stocks to a minimum and give excellent service to your customers. A wide range of styles is available and a simple measuring chart helps the pharmacist or patient select the correct size.



Don't neglect this important area of sales – send this coupon to discover how straightforward the dispensing of elastic hosiery can be.

NAME _____

ADDRESS _____

Send to:
Scholl (UK) Ltd,
182-204 St John Street,
London EC1P 1DH.
CD/1



Scholl elastic hosiery – comfortable legs and comfortable profits.

SURGICAL AND SUPPORT HOSIERY

2. Support products

Benson's Hosiery (Holdings) Ltd

Norman Hartnell support tights: 30 denier Lycra. Three sizes. On sale or return basis for minimum orders of six.

Golden Lady

Support tights: Super sheer luxury GL22: 20 denier. Double covered Lustreen with nylon. Small, medium, large. **Sheer luxury GL42:** 40 denier Lycra with nylon. Small, medium, large. **GX42** similar but includes panel gusset to give additional hip fittings. XL (long leg) size only. **GL72:** 60 denier double covered Spanzelle with nylon. Small, medium, large. **GX72** includes panel gusset for additional hip fittings. XL sizes only. All in bronze, debonair, rose tint.

Sheer relief GL71: 70 denier double covered Spanzell with nylon and strong support brief. Six sizes. Bronze, debonair, rose tint.

Seamtree stockings: Sheer relief GL40: 40 denier Lycra with nylon. **GL70:** double covered 70 denier with nylon. Both in small, medium, large, XL (long leg) in bronze, dark tan or debonair.

Lastonet Products Ltd

Lastolita tights: lightweight elastic yarn. Small, medium, large with normal or fuller waist sizes, in dawn (light) or dusk (dark). **Lastolita maternity tights:** adjustable waistband, fishnet elastic front panel. Small, medium, large.

Lastonet tights: surgical and maternity.

Spantlex tights: 70 denier Lycra with micromesh pantie construction to prevent laddering. Small, medium, large. Dawn or dusk.

Lucoyarn tights in standard elastic yarn.

Aeronet ankle supports and knee caps in a heavier version of elastic net used in stockings.

Lenton Products

Supreme S9 Supertine: lightweight elastic yarn, thigh length, full foot, seamless stockings. Sizes 8½-11. Dark, light or black.

Springtime: support stockings: 70 denier: thigh length, full foot, seamless. Small, medium, large. Cameo, honey, topaz. **Summertime support stocking:** similar but 40 denier.

Supreme support pantie hose, PSH1, PSH1 maternity, PSH2, PSH2 maternity: seamless. PSH1 70 denier, PSH2 40 denier. Small medium, large. Cameo, honey, topaz. Maternity have adjustable waistband. **Z1:** 40 denier seamless, sandal foot. Small, medium, large. Honey or bramble.

Superlit PSH8A surgical pantie hose: lightweight elastic yarn, seamless. Small, medium, large.

Supreme L3 support socks for men: nylon below knee, full foot. Standard (shoe size to 9), large (shoe sizes over 9). Black, grey, navy, maroon, olive or brown.

Sports kneecaps and anklets.

Longdon & Co Ltd

Swave surgical tights: lightweight elastic yarn, seamless. Small, medium, large, extra large and maternity.

Burson support pantie hose: 70 denier nylon. Six sizes. Bronze.

Warmclad men's tights: two sizes (under and over height 5ft 10in). Maroon or navy.

Personal Supports Ltd

Elbeo range, Supp-hose panty: 70 denier Lycra micromesh. Nine sizes. **Supp-hose panty special:** maternity equivalent, adjustable hook and eye band. Also **Superlife sheer.**

Massage panty: 40 denier nylon with Lycra panty.

Mother's Lib: 70 denier Lycra double covered with nylon. Self-adjusting, expanding front panel.

Ribbed support: 140 denier Lycra in opaque ribbed knit. Small, medium, large.

Sheer comfort tights: 70 denier covered Lycra and nylon. Sandal heel. Small, medium, large.

Stockings: Supp-hose regular: fully fashioned. 60 denier all nylon with special high torque. Nine sizes. **Supp-hose extra:** seamfree. 70 denier Lycra double covered. Nine sizes. **Supp-hose sheer:** seamfree. 40 denier Lycra double covered. Nine sizes.

Massage: seamfree. 40 denier high torque nylon.

Personal supports range. Sheer Perfection support tights: 70 denier single-covered Lycra giving semi-opaque appearance (orange pack). **Maternity** has expanding panel, also suitable for women with over 46in hips (pink pack). **Extra sheer:** 40 denier double covered Lycra (blue pack). All Sheer Perfection have small, medium, large and extra large sizes in light, medium tan and dark colours.

Pretty Polly Ltd

Stand-easies tights: single covered, 40 denier plain knit Tendrelle "a silky yarn exclusive to Pretty Polly." Three sizes, eight colour. **Maternity tights** have separate front panel and waistband adjustable by 12in with left and right fastenings for balanced fitting. Average, tall. Four colours.

Stand-easies stockings: 40 denier plain knit Tendrelle. One size, three colours.

Sheer support tights: double covered 40 denier plain knit Lycra with 70 denier body. Slightly firmer action than above, controlling panty section. Six colours, three sizes.

Tru-support tights: double covered 70 denier plain knit Lycra, medium support, controlling panty section. Three sizes, four colours.

Lycra seamtree stockings: similar in weight to Tru-support. Four sizes and colours.

E. Sallis Ltd

Nyline tights: lightweight nylon elastic yarn, without plating. Small, medium, large or maternity with adjustable waistband. May be made to measure.

Are you getting the support you need?

"Eesiness"

SURGICAL ELASTIC HOSIERY

With over 100 years experience in Surgical Hosing Manufacture we are able to offer you a comprehensive range of stock sizes in the following:

- TWO-WAY STRETCH ELASTIC YARN
- NYLON LIGHTWEIGHT STOCKINGS
- NYFINE LIGHTWEIGHT TIGHTS
- SEAMLESS ONE-WAY STRETCH
- NYLON NET

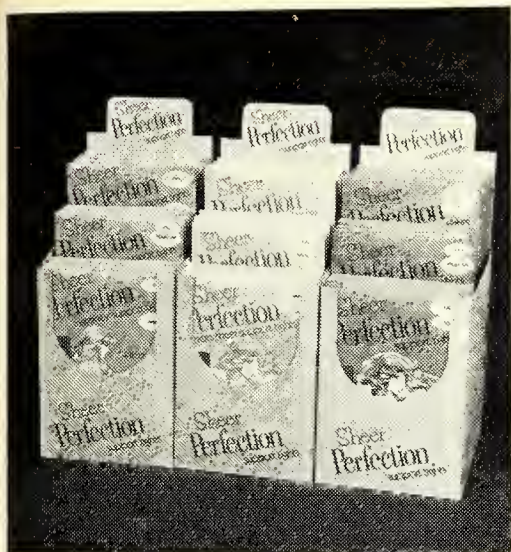
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Basford, Nottingham
Grams: Eesiness



Three-tier display units from Personal Supports Ltd

Scholl (UK) Ltd

Scholl support tights: Lycra micromesh. Small, medium, large, extra large. Glow and ash shades. **Maternity support tights:** nylon covered Lycra with panty gusset. **Princess stockings:** similar specification to tights.

Unitens: one way stretch stockings, thigh, below knee, anklets. Sports anklets and knee-caps.

Men's support socks.

Sunarama Ltd

Sunarama support tights: 20 denier, reinforced top. Venus tan, pluto, black, navy. Small, medium, large.

Manufacturers' addresses

Benson's Hosiery (Holdings) Ltd, Benson House, Weir Road, London SW12 0NR.

Golden Lady, Aristoc Hosiery Ltd, Langley Mill, Nottingham NG16 4BT.

Thos Glover & Son Ltd, Chesterfield Street, Carlton, Nottingham.

Lastonet Products Ltd, Redruth, Cornwall.

Lenton Products Ltd, PO Box 78, Grove Road, Lenton, Nottingham. Distributors Credenhill Ltd (see below).

F. Longdon & Co Ltd, Agard Street, Derby DE1 1EB. Distributors for Burson range Credenhill Ltd (see below).

Personal Supports Ltd, 50 Stoney Street, Sutton-in-Ashfield, Notts NG17 4GL. Distributors for Elbeo.

Pretty Polly Ltd, 55 New Bond Street, London W1Y 9DG. Distributors Vestric Ltd (see below).

E. Sallis Ltd, Vernon Works, Basford, Nottingham NG6 0DH.

Scholl (UK) Ltd, 182 St John Street, London EC1P 1DH.

Sunarama Ltd, 72 Eversholt Street, London NW1.

Charles Williams & Co, Stoney Street, Beeston, Notts.

Wood Bastow (Elastics) Ltd, Victoria Road, Tintoxon, Nottingham.

Distributors

Charles S. Bullen Ltd, 83 Mount Pleasant, Liverpool L3 5TE. Lastestar, Swave, Litenet and one-way stretch.

Credenhill Ltd, 224a Clapham Road, London SW9 0QB. Supply from Academic Opedic Co, Aristoc Hosiery Ltd, Thos Glover & Son Ltd, Lastonet Products Ltd, Lenton Products, F. Longdon & Co Ltd, Pretty Polly Ltd, E. Sallis Ltd, Scholl (UK) Ltd, Wood Bastow (Elastics) Ltd.

Medical Supply Association, Strocoex House, Nottingham Road, Long Eaton, Nottingham NG10 1JW. Lastolila, Eesinse brands.

Townsend & Grant Ltd, 1 Croft Gardens, Ruislip. Ballerina support tights.

Robert Whitelaw (Newcastle) Ltd, Klintex House, Industry Road, Heaton, Newcastle upon Tyne NE6 5XE. Various NHS types.

Vestric Ltd, Chapel Street, Runcorn, Ches. Pretty Polly. Also stock Scholl and Burson brands.

Royal Society of Health

'Unacceptable face' of the drug industry

Doctors had the "unacceptable face of capitalism" shown them by the pharmaceutical companies pressuring them to prescribe their products, according to Dr M. Lader, reader in clinical psychopharmacology, University of London.

Speaking at the joint mental health and pharmaceutical session of the Royal Society of Health's conference last week, Dr Lader explained that current evidence pointed to one compound—desmethyl diazepam—being the active metabolite of five benzodiazepine compounds, and each of the five compounds were marketed separately. Patents law was obviously involved in the number of similar compounds marketed, and each company had to make as much money out of a drug as it could. That was the problem of capitalism, with pressure being put on the industry, and, through the companies, to the doctor.

Psychotropic drugs, rather than religion, were now the "opium of the masses", with about one tenth of the adult population taking such drugs at any one time. People responded to life-stresses by asking their doctors for drugs, and their expectations were met by the harassed general practitioners.

Many stresses arose from such problems as poverty, unemployment, poor housing, and unwanted pregnancies. Dr Lader queried the use of drugs in such cases, and advocated more counselling of patients. The use of drugs might be stopping people making other socio-economic moves, eg organising pressure groups. If those with a deep-felt interest in health did not consider such points, others, "less informed but more politically minded", would debate the matter and ask pertinent questions. "Unless we can give reasoned replies we will be indicated as tools of the capitalist bosses, or whatever is the current pejorative term."

Mr J. A. Smith, managing director, Upjohn Ltd, said that the rate at which the industry was able to innovate was probably the most important single factor affecting the growth in consumption of medicines. The associated problem was how to utilise scarce resources and maintain the rate of innovation. The solution included taking full advantage of the expertise built up over the years by research-based companies in specialised areas of interest.

On presentation of medicines, Mr Smith outlined some of the new dosage forms which were being introduced. They included: an alkaloid dosage for glaucoma which was effective for several days after being placed in the eye; an implant susceptible to blood glucose for releasing

insulin when required; silicone rubber implants containing steroids or hormones; tooth-fillers containing antibiotics; and mini-capsules, attached to the teeth, containing substances exerting a local effect in the mouth.

During the discussion, Professor P. Turner, professor of clinical pharmacology, St Bartholomew's Hospital, and Council member of the Pharmaceutical Society (whose speech to the session was reported last week, p543) gave Wilson's disease as an example of a rare disease for which no pharmaceutical company would accept responsibility regarding a specific treatment. The disease—a disorder of copper metabolism—was normally treated by penicillamine. However, a few sufferers were penicillamine intolerant, and a doctor had discovered that another chelating agent could then be used. But no drug company would produce the medicine because of the testing, licensing, and other requirements under the Medicines Act, and the doctor had to fill the compound into the capsules himself.

Mr Smith explained that the average company had to spend £200,000 just to comply with the legal requirements for a new drug. As companies hoped to exist for a long time, they went for the bigger market. It was a question of what to do when facilities were scarce.

Dr Lader felt there was a case to be made for a government-owned national drug corporation running in competition with the drug companies, but which would be more sensitive to medical rather than commercial considerations. He also felt there was a need to "pause and think" before new compounds were introduced; amphetamines had been "one of the greatest therapeutic disasters in the world" and it was 30 years before their dangers had been realised.

Duplicate drugs

Asked how he would deal with duplicate drugs, Professor Turner said he would limit licences to drugs which showed superiority over current ones, with sufficient study allowed to demonstrate such superiority. He would have an approved list of drugs for prescribing on FP10s, with doctors at liberty to prescribe off the list if they could persuade their patients to pay the full cost.

Dr Lader said he would give the sole licence to the first firm with the drug, and give them the patent rights forever. Then only new drugs which were substantially better than the previous ones would be allowed.

Mr Smith was surprised that the other speakers would want to limit the prescribing of doctors. The Macgregor Committee on Classification of Proprietary Products had "atrophied". He felt it wrong to stifle research or to think that the first was necessarily the best: "If we have a standstill, all will lose."

Mrs Enid Lucas Smith, a Council member of the Pharmaceutical Society, said she was concerned that there was "a new type of dependence" which took away decision-making from people by the administration of drugs which "dissolved their problems." Mr C. C. B. Stevens session chairman, agreed counselling was a job which could be usefully undertaken by pharmacists.

FISONS LIMITED—PHARMACEUTICAL DIVISION, DERBY ROAD, LOUGHBOROUGH, LEICESTERSHIRE

BISKS PRICES OPERATIVE AS FROM 1st May, 1975. Bisks prices EXCEPT those marked thus * will be increased as shown in the following price list.

PRODUCT		Prod Code No:	Rec'md Retail Price each incl VAT	MBU Dozens	Case Value per MBU	Rec'md/ Fixed Trade Price per doz ex VAT	VAT Rate %	Case Rate Terms per doz ex VAT	(1) 1-60	(2) 61-85	(3) 86-125	(4) 126-200	(5) 201-400	(6) 401-1000	(7) 1001+
BISKS DIETARY PRODUCTS															
SLIMMERS SNACKS															
*BISKS WATER BISCUITS															
	4 oz	5360	£ 0.25	1	10	£ 2.41	Zero	£ 2.31	£ 2.29	£ 2.24	£ 2.22	£ 2.19	£ 2.17	£ 2.11	
	7½ oz	5370	0.47	1	18	4.50	"	4.32	4.28	4.19	4.14	4.10	4.05	3.94	
	15 oz	5380	0.79	1	30	7.55	"	7.25	7.17	7.02	6.95	6.87	6.80	6.61	
BISKS CREAM CRACKERS															
		4900	0.41	1	16	3.95	"	3.79	3.75	3.67	3.63	3.59	3.56	3.46	
BISKS DIGESTIVE SWEETMEAL															
	8 oz	5140	0.46	1	18	4.48	"	4.30	4.26	4.17	4.12	4.08	4.03	3.92	
MEAL REPLACEMENT BISCUITS															
*BISK CHOC NUT COOKIES															
	3 meal	5080	0.37	1	14	3.43	Zero	3.29	3.26	3.19	3.16	3.12	3.09	3.00	
*BISKS CHOC CREAMS															
	4 meal	5210													
*BISKS ORANGE CREAMS															
	4 meal	5220													
*BISKS CUSTARD CREAMS															
	4 meal	5230	0.39	1	15	3.65	"	3.50	3.47	3.39	3.36	3.32	3.29	3.19	
*BISKS SAVOURY BEEF															
	4 meal	5250													
*BISKS CHEESE & CELERY															
	4 meal	5240													
*BISKS BARBECUED CHICKEN															
	4 meal	5290													
*BISKS PEPPERMINT CREAMS															
	3 meal	4950	0.47	1	17	4.18	8	4.01	3.97	3.89	3.85	3.80	3.76	3.66	
BISKS CHOC WHOLEMEAL															
	5 meal	5150	0.48	1	17	4.27	8	4.10	4.06	3.97	3.93	3.89	3.84	3.74	
BISKS VIENNA WAFER															
	4 meal	5170	0.45	1	16	4.00	8	3.84	3.80	3.72	3.68	3.64	3.60	3.50	
*BISKS MILK CHOC WAFER BAR															
	6's	5440	0.42	1	15	3.66	8	3.51	3.48	3.40	3.37	3.33	3.29	3.20	
BISKS MILK CHOC COATED BISCUITS															
	12 x 2	4910	0.19	1	7	1.70	8	1.63	1.62	1.58	1.56	1.55	1.53	1.49	
BISKS PLAIN CHOC COATED BISCUITS															
	12 x 2	4920	0.19	1	7	1.70	8	1.63	1.62	1.58	1.56	1.55	1.53	1.49	
BISKS CHOC COATED PEPPERMINT BISCUITS															
	12 x 3	4870	0.19	1	7	1.68	8	1.61	1.60	1.56	1.55	1.53	1.51	1.47	
BISKS CHOC COATED ORANGE BISCUITS															
	12 x 3	4890	0.19	1	7	1.68	8	1.61	1.60	1.56	1.55	1.53	1.51	1.47	
BISKS CHOCOLATE BARS															
MILK															
		4930	0.26	2	19	2.33	8	2.24	2.21	2.17	2.14	2.12	2.10	2.04	
PLAIN															
		4940	0.26	2	19	2.33	8	2.24	2.21	2.17	2.14	2.12	2.10	2.04	
HAZELNUT															
		5410	0.27	2	19	2.42	8	2.32	2.30	2.25	2.23	2.20	2.18	2.12	
FRUIT & NUT															
		5430	0.27	2	19	2.42	8	2.32	2.30	2.25	2.23	2.20	2.18	2.12	
MUESLI															
		4880	0.23	2	16	2.04	8	1.96	1.94	1.90	1.88	1.86	1.84	1.79	
*BISKS MUESLI CEREAL SWISS RECIPE															
	8 oz	4990													
*BISKS MUESLI CEREAL APPLE RECIPE															
	8 oz	5000	0.37	1	14	3.55	Zero	3.41	3.37	3.30	3.27	3.23	3.20	3.11	
*BISKS MUESLI CEREAL APRICOT RECIPE															
	8 oz	5090													
OTHER SLIMMING AIDS															
BISKS SWEETENERS 100's															
	200's	5510	0.07½	2	5	0.68	Zero	0.65	0.64	0.63	0.62	0.62	0.61	0.60	
	500's	5520	0.17	1	6	1.46	"	1.40	1.39	1.36	1.34	1.33	1.31	1.28	
BISKS COFFEE DRINK															
	4 oz	5530	0.41	1½	7	3.68	"	3.53	3.50	3.42	3.39	3.35	3.31	3.22	
		5580	1.12	1½	20	10.10	"	9.70	9.60	9.39	9.29	9.19	9.09	8.84	

*Prices not increased

Company News

Price restraint hit Fisons' profits in 1974

In a review of trading in 1974 the directors of Fisons Ltd say that a major problem in the pharmaceutical division was the sharply increasing costs with only limited opportunities to increase prices of "ethical" pharmaceuticals to Government health schemes.

The brake on progress was only partially overcome by increasing sales in overseas markets.

A&W to extend their Cumbrian plant

Albright & Wilson Ltd are to build a £1.35m organic chemicals plant at their Marchon division, Whitehaven, Cumbria, site. Additionally, it is to spend a further £200,000 there on new and improved acid coolers in the division's sulphuric acid manufacturing plant.

According to the company, the new plant will provide for increased production of a range of specialised amines and speciality products used in the manufacture of detergents, disinfectants, shampoos, and foam baths.

Both projects are scheduled for completion during the second half of 1976.

Naarden's sales increase

Naarden International N.V. group sales totalled Fl 285.7 million (1973: Fl 236.3 million), an increase of 20.9 per cent (1973: 14.1 per cent). Consolidated net profit improved by 26.1 per cent to Fl 8 million (Fl 6.3 million).

Sales of fragrances and flavours rose by 18.4 per cent to Fl226.2 million, those for chemicals improved 31.5 per cent.

Barring a worsening of the present recession, Naarden anticipate further growth of earnings in the current year, although sales and profit in the first half are not expected to exceed the exceptional level achieved in the corresponding period of 1974.

Remington national conference

The annual Remington national conference was held in Strasbourg where the theme was "Remington '75—The Year of Opportunity". All delegates toured the nearby Remington plant at Benfeld as part of the conference itinerary.

Managing director, Brian Spencer, reporting on the year since the last annual conference, said that the company had expanded in two relatively new product areas—those of ladies' shavers and personal care. There had been the world-wide

change of name, to Sperry Remington consumer products.

During the fiscal year just finished, Mr Spencer went on, Remington had far surpassed its UK sales targets.

ICI wins injunction against company

ICI Pharmaceuticals and Janssen Pharmaceutica of Belgium say that they have obtained an injunction, with damages and costs in the High Court in Belfast against Norbrook Laboratories of Newry and Mr Edward Haughey, its managing director. The injunction relates to chemicals used in two products, marketed by ICI, patented by Janssen, and sold to United Kingdom farmers to treat worm disease in cattle and sheep.

Bayer AG increase capital

Bayer AG are paying a dividend of DM8.50 against DM8.00 and are seeking to increase their authorised capital by DM300m. Profit in 1974 world-wide rose to DM621m, from DM541m in 1973. The supervisory board is to recommend to shareholders a restriction of their voting rights to a maximum of 5 per cent per shareholder to protect the company from a possible takeover—particularly foreign takeover—and to preserve the ideal of a "large company of little shareholders."

Gelatin factory for Belgium

A plant to supply soft gelatin capsules to Europe's pharmaceutical and allied industries is to start production at Herentals, Belgium, in a few weeks time. The plant, costing BFRs150m, and operated by Banner Pharmaceuticals, the European division of Banner Gelatin Products Corporation, Los Angeles, will be the company's first investment outside the US. Address: Bannerlaan, Industriepark-Herentals II, B-2280 Grobbendonk.

Aerosol production increased 9 per cent

United Kingdom aerosol production at 477.5m units in 1974 were up by 9 per cent over 1973. These results, based on statistics collected from the industry by the British Aerosol Manufacturers Association, disclose that 8.5 aerosols were filled per head of population.

In a difficult year, despite shortages of raw materials and components, reduction of stocks at wholesale and retail outlets, and the three-day week early in the year, production remained buoyant. Personal care products, representing 61 per cent of production, made a gain of 13 per cent. Colognes and perfumes rose by 57 per cent to become the third largest category after hairsprays and deodorant products. The household sector, including insecticides, representing about one-quarter of all aerosols, showed a 3 per cent growth. Medicines and pharmaceuticals accounted for 18m units against 14m in 1973.

The US market

□ A top team from Aerosols International comprising Mr G. Hodgson, sales and marketing director, and Mr J. Hyland,

engineering services director, have recently returned from a two-week study of the American market during which they covered more than 10,000 miles. The most significant single point: while there was a 10 per cent downturn in sales in the latter half of 1974, the overall impression given was that the situation would recover during the summer. Commenting on this point, Mr Hyland says: "Despite some short-time working in some US companies there has been no let up in research and development programmes, or capital outlay."

Briefly

C. W. (Maud) Ltd, Market Street, Maud, Aberdeenshire AB4 8NH have opened a pharmacy department. Mr A. G. Murdoch, MPS, is a director.

L'Oreal, Paris, report net profits of Frs 105.4m in 1974 against Frs 128m in 1973. Sales last year were up 17.7 per cent at Frs 3,200m.

André Philippe Ltd: Mr R. Morris, managing director, has just returned from an export trip to Beirut, Kuwait, Singapore, Australia and New Zealand and previously to Gibraltar, Morocco and the Canary Islands. Orders were taken or agencies opened at each call.

Gross Cash Registers Ltd: Pre-tax profits for the year ended September 30, 1974, fell from £866,000 to £274,000 after interest of £304,000 (£156,000). During the yearly nearly half of the group's productive capacity was employed in producing new components for a new sales register.

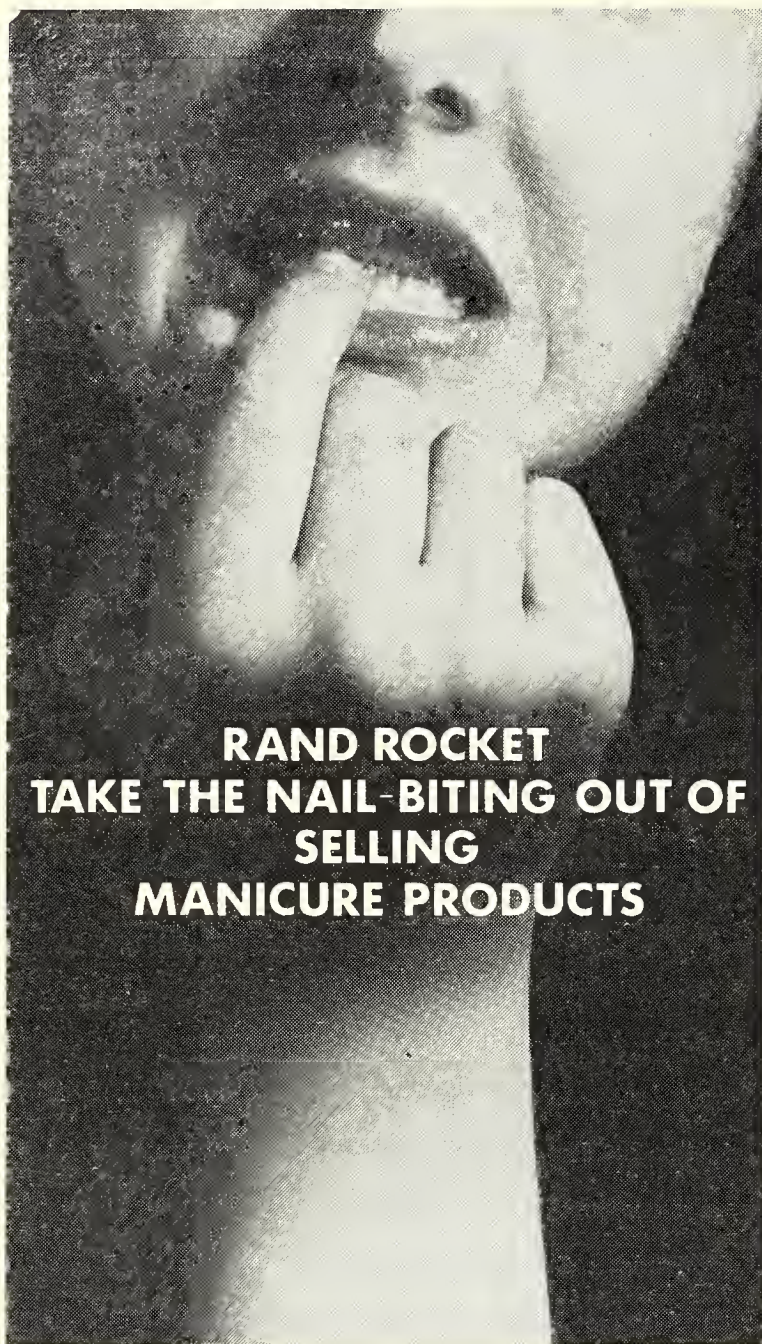
Alginate Industries Ltd had pre-tax profits of £1.7m in 1974 against £944,000 in 1973 from sales valued £8.73m (£6.28m). Sales and profits in the first quarter of 1975 were ahead of the same period in 1974. But chairman Mr W. Merton, reports that demand, particularly for some grades of alginates has weakened.

Appointments

Dragoco GmbH, Holzminden, Germany: Dr V. Schaub, previously managing director Dragoco SpA, Milan, has been given overall responsibility for Dragoco's fragrance division and Mr S. Leisner has been appointed director of the administrative division within the company's central management.

Weddel Pharmaceuticals Ltd: Mr Eric W. Lloyd, LLB, has joined the company as general sales manager. Two product managers have been appointed—Ron Atkinson for pharmaceuticals and Jeremy Poole, BSc, for fine chemicals. Mr Poole has been chief microbiologist at the company's Wrexham plant during the past two years. Before joining Weddel Mr Lloyd was with Evans Medical Ltd and Mr Atkinson with Bayer Pharmaceuticals.

Department of Health: Viscount Sandon has been appointed chairman of the National Biological Standards Board, which is to be set up later this year under the Biological Standards Act 1975. The board will manage the National Institute for Biological Standards and Control, Hampstead, which tests and controls the standards of important biological substances such as antibiotics, insulin, vaccines and sera.



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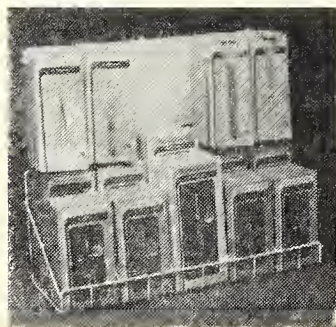
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Market News

China sets the price pace

London, April 30: Most of the essential oils and aromatic seeds of Chinese origin were quoted during the week at levels well under those from alternative sources. In a few instances spot holders brought their prices for spot material down below the forward rates in anticipation of further cuts. Eucalyptus was down to £1.85 kg, cif; one year ago it was at £8.20. Other oils to be marked down were anise, *arvensis* peppermint, camphor white, cedarwood, cinnamon leaf, pennyroyal, rosemary and sandalwood from Mysore.

Spain is still suspending export licences for olive oil but Tunisian oil is available at slightly lower prices and spot quotations have eased a little.

Among crude drugs Canada balsam was being offered for shipment after a long absence. Honey, menthol and cinnamon bark were easier in price.

Pharmaceutical chemicals

Acetic acid: 4-ton lots, ex-works, per metric ton, BPC glacial £184; 99.5 per cent £173; 80 per cent grades pure, £165; technical £151.50.
Acetomenaphthone: 100-kg lots, £0.64½ kg;
Adrenaline: (Per g) 1-kg lots synthetic £0.25; acid tartrate £0.20.
Aluminium chloride: Pure 50-kg lots, £0.6766 kg.
Aminacrine hydrochloride: BP £45.83 per kg.
Ammonium acetate: BPC 1949 crystals £0.4245 kg in 50-kg lots; strong solution BP 1953 £0.158 kg in 200-kg lots.
Amylobarbitone: £5.67 kg in 50-kg lots; sodium £6.60.
Ascorbic acid: £7.20 kg; 5-kg £6.20 kg; sodium ascorbate, plus 9p, silicone-coated, plus 13p kg.
Aspirin: 10-ton lots £0.83 kg; 1-ton £0.89.
Bacitracin zinc: £3 per mu.
Butobarbitone: £7.30 kg in 50-kg lots; sodium £6.07.
Butobarbitone: 25-kg lots £7.06 kg.
Calciferol: £450-£550 kg.
Calcium pantothenate: £5.50 kg.
Carotene: Suspension 20% £28.50 kg.
Colchicine: £0.90-£1 per g.
Corlison: Acetate £295-£380 kg.
Cyanocobalamin: £3 per g.
Cyclobarbitone: £4.91 kg in 50-kg lots; calcium £7.02.
Deltacortisone: £450-£480 per kg.
Dexpanthenol: 10-kg lots £10.00 kg.
Formic acid: per metric ton in 4-ton lots, 98% £207.75; 85% £172.
Gallic acid: BPC in 1,000-kg lots £2.95 kg.
Hydrocortisone: Acetate and base £295-£385 kg.
Hydroxocobalamin: £5 per g.
Iodides: £ per kg.

	under 50-kg	50-kg	250-kg
Potassium*	3.06	2.93	2.91
Sodium	4.00	3.88	—

*For crystals and granules. Powder plus £0.11 kg.
Mercury salts: Per kg in 50-kg lots; ammoniated powder £6.35; oxides—red £7.50 and yellow £7.25; perchloride £5.20; subchloride £6.65. Iodide £6.85 kg for 25-kg.
Methyl salicylate: £0.66½ kg for 5-ton lots; £0.69½ for 1-ton.

Nicotinamide: (per kg) £4.35; 50-kg lots £2.80.
Nicotinic acid: (per kg) £2.80 kg in 50-kg lots.
Opiates (£ pe kg) in 1-kg lots. Subject to Misuse of Drugs Regulations:

	From	To
Codeine		
alkaloid	233.50	240.40
hydrochloride	208.90	—
phosphate	178.00	183.40
Diamorphine		
alkaloid	232.90	—
hydrochloride	258.60	—
Ethylmorphine		
hydrochloride	227.00	234.00
Morphine		
alkaloid	256.50	264.70
hydrochloride	210.00	216.10
sulphate	210.00	216.10

PAS sodium: £1.40 kg.
Penicillin: Potassium, sodium or procaine, sterile, £17.00-£19.00 per 1,000 Mu.
Pentobarbitone: £9.17 kg in 50-kg lots; sodium £9.90.
Phenobarbitone: In 50-kg lots £6.78-£7.08 kg as to pack; sodium £6.97-£7.27.
Pyridoxine: £13.75 kg; £12.75 kg in 5-kg lots.
Pyrogallol acid: Pure in 500 kg lots £7.08 kg, same price.
Riboflavin: £21.50 kg; 5-lots £20.50 kg.
Quinalbarbitone: 50-kg lots £8.65 kg; sodium
Salicylic acid: BP in 5-ton lots £0.76 kg; 1-ton £0.79.
Sodium gluconate: £150 per metric ton.
Sodium pantothenate: kg £7.50; 5-kg £6.50.
Sodium perborate: (per 1,000 kg)—monohydrate £340;—tetrahydrate £200.
Sodium potassium tartrate: Granular £1,160 metric ton; powder £1,170.
Sodium sulphate: BP crystals per metric ton £72.50; commercial £26.85.
Sodium sulphite: Crystals £0.1443 kg (50-kg lots).
Sodium thiosulphate: Photo grade £112.75 metric ton; commercial £107.25.
Sorbitol: Powder £440.50 metric ton in 250-kg lots; syrup 1-ton £200.
Stilbestrol: BP £78.75 per kg.
Streptomycin: £20 kg base, dihydrostreptomycin £21 kg base.
Succinylsulphathiazole: £50-kg £4.34 kg.
Suphacetamide sodium: BP £6.51 kg for 50 kg.
Suphameizole: BP 250-kg lots £5.33 kg.
Suphaquinoxaline: BVC from £6.64 kg in 50-kg drums; sodium from £6.58 as to quantity.
Tannic acid: BP in 500-kg lots, fluffy £2.80 kg, powder £2.77.
Testosterone: £200-£300 kg; propionate £230-£330.
Thiamine hydrochloride: £9.20 kg; 5-kg £8.20 kg; mononitrate £9.70 and £8.70 respectively.
L-Thyroxine: £1.25 per kg.
L-Tri-iodothyronine sodium: £2.50 per g.
Vitamin A: Dried acetate 325,000 iu per g, £6.70 kg; per 500,000 iu £7.75 in 5-kg lots.
Vitamin D: Powder for tableting 850,000 iu per g £25 kg; £24 kg for 5-kg lots.
Vitamin E: (per kg in 5-kg lots), pure oil £11.00.

Crude drugs

Aloes: Cape £1.25 kg spot £1.15, cif. Curacao £1.30 spot.
Balsams: (kg) Canada: £18.00, cif. **Copaiba:** BPC £1.90 spot; £1.80, cif. **Peru:** £7.15 spot; £6.35, cif. **Tolu:** £3.35 spot.
Belladonna: (metric ton) Herb £460 spot. Leaves £800, cif. Root £750 spot nominal.
Benzoin: BP £62-£7.00 cwt; £69-£64.00, cif.
Buchu: Rounds £2.85 kg spot; £2.55, cif.
Camphor: Natural powder, £5.50 kg, cif; synthetic £0.72, cif.
Cardamoms: (per lb cif) Alleppy greens No 1 £2; prime seeds £2.
Cascara: £1,150 metric ton spot; cif nominal.
Cinnamon: (cif) Seychelles bark £350 ton, cif; Ceylon quills 40's £0.47 lb.
Cloves: (per ton, cif) Madagascar £2,500; Zanzibar £3,300.
Ginger: (ton, cif) Cochín £490; Jamaican No. 3, £720; Sierra Leone not quoted; Nigerian split £490, peeled £640 (spot); £610, cif.
Gums: **Acacia,** Kordofan, cleaned sorts \$1,500, fob, metric ton. **Karaya** No. 2 faq £480 metric ton. spot. **Tragacanth** No. 1 £525 spot per 50 kg.
Menthol: Brazilian £10.40 kg spot; £9.50, cif. Chinese £11.50; shipment £10.75.
Nutmeg: (ton), East Indian 80's £1,450; bwp £940 spot, £900, cif; West Indian £1,560, unassorted £1,510, cif.
Nux Vomica: £210 metric ton spot.
Pepper: (ton) Sarawak black £720 spot; £680 cif; white £910 duty paid; £830, cif.
Pimento: (ton) Shipment \$(Jamaican) 2,500 fob.
Podophyllum: Root £420 metric ton, cif.
Quillaia: £1,350 metric ton spot; £1,300, cif.
Rhubarb: Chinese rounds 60% pinky £1.40 kg.
Saffron: Mancha superior £130 per kg.
Sarsaparilla: £1.25 kg spot.
Seeds: (metric ton cif). **Anise:** China star £360 nominal. **Caraway:** Dutch £365. **Celery:** Indian £410, Chinese £360. **Coriander:** Moroccan £135, Chinese £125. **Cumin:** Indian £525, Chinese £525. **Dill:** Indian £190. **Fennel:** Indian £445, Chinese £350. **Fenugreek:** £130. **Mustard:** £320-£340 spot.

Essential and expressed oils

Almond: Drum lots £1.32 kg.
Amber: Rectified £0.45 spot.
Anise: £14.00 kg spot; £13.00, cif.
Bay: West Indian about £11.00 kg.
Bergamot: From £16.00 kg as to grade.
Bois de rose: Shipment £5.00 kg, cif.
Buchu: English distilled £270 kg.
Cade: Spanish £1.10 kg spot.
Cajuput: £5.00 kg on spot.
Camphor white: £1.20 kg spot; £0.70 cif.
Cananga: Java £4.50 kg spot.
Caraway: Imported £17.10 kg.
Cardamom: English distilled £85 kg.
Cassia: Chinese £12.00 kg spot; £12.70, cif, nominal.
Cedarwood: Chinese £1.00 kg spot, £1.18.
Celery: English £35.50 kg.
Cinnamon: Ceylon leaf £2.50 kg spot; £2.20, cif. English distilled bark £160 kg.
Citronella: Ceylon £1.35 kg spot; £1.15, cif.
Clove: Madagascar leaf £1.90 kg spot; £1.75 cif.
Coriander: £15.00 kg spot.
Cubeb: English distilled £19.50 kg.

Dill: £18.20 kg, nominal.
Eucalyptus: Chinese £2.20 kg spot and £1.85 cif. 70-75%. Spanish/Portuguese £2.75, cif.
Fennel: Spanish sweet £15.00 kg spot.
Geranium: (kg) Bourbon £22.00 spot.
Ginger: English distilled £7.00 kg nominal.
Lavender: French £14.00 kg spot.
Lavender spike: £13.50 kg spot.
Lemon: Sicilian best grades from £7.25 kg.
Lemongrass: £3.20 kg, spot; £2.80, cif.
Lime: West Indian £7.60 kg spot.
Mandarin: £5.80 kg o and f.
Nutmeg: (per kg) English distilled from West Indian £23.50, from East Indian £17.50.
Olive: Spanish export licences suspended; Tunisian £1,000 metric ton, cif. Spot £1,100 landed, duty paid.
Palmarosa: No East Indian, Brazilian spot £7.00.
Patchuli: £4.50 kg spot and cif.
Pennyroyal: £7.00 kg spot, nominal.
Pepper: English distilled ex black £64 kg.
Peppermint: (kg) *Arvensis* Brazilian £3.90 spot, £3.60, cif. Chinese £4.60, cif. American piperata from £17.00.
Pelletgrain: £4.10 kg spot; £3.60, cif.
Rosemary: £4.60 kg spot.
Sage: Spanish £10.50 kg spot and cif.
Sandalwood: Mysore £42.50 kg spot; £38.00 cif.
Sassatras: Chinese spot £1.65 kg; £1.60, cif. Brazilian £1.55; £1.50, cif.
Spearmint: Chinese £6.80 kg spot; £7.18, cif. American £10 spot.
Thyme: Red 65/70% £9.00 kg.

The prices given are those obtained by importers or manufacturers of bulk quantities and do not include value added tax.

Coming events

Monday, May 5

Brighton and Hove Branch, Pharmaceutical Society, Langford's Hotel, Hove at 8 pm. Discussion of branch representatives motions.
Cambridgeshire and Huntingdon Branch, National Pharmaceutical Union, and Pharmaceutical Society, Owen Webb House, Cambridge, at 8.15 pm. Mr R. G. Worby on "Small pharmacies—the case for their survival".
Doncaster Branch, Pharmaceutical Society, Rockingham Arms Hotel, Bennetthorpe, at 8 pm. Annual meeting.
Enfield Branch, Pharmaceutical Society, Chase Farm Hospital, at 7.45 pm. Annual meeting.
Stockport Branch, Pharmaceutical Society, Alma Lodge Hotel, Stockport, at 8 pm. Annual meeting.

Tuesday, May 6

Liverpool Branch, Pharmaceutical Society, Adelphi, Liverpool, at 7.45 pm. Annual meeting.
Shropshire Branch, Pharmaceutical Society, Medical Institute, Shrewsbury, at 8 pm. Annual meeting.

Wednesday, May 7

History of Medicine section, Royal Society of Medicine, Society's House, London W1, at 7 pm. Annual meeting. Professor Sir Cyril Clarke on "Milestones in the history of medical genetics".
Sherwood Region, Pharmaceutical Society, Postgraduate centre, Mansfield and District General Hospital, at 8 pm. Professor R. W. Baldwin on "Cancer therapy".

Thursday, May 8

North Metropolitan Branch, Pharmaceutical Society, School of Pharmacy, Brunswick Square, London WC1, at 7.30 pm. Professor P. Turner on "Chemical pharmacology".
The Casual Club, Nash House, London SW1, at 7 pm. Professor E. J. Shellard on "The contribution of the plant kingdom to medicine".

Advance information

Society of Cosmetic Chemists. Adelphi suite, Waldorf Hotel, Aldwych, London WC2, at 6.30 pm, May 20. Annual meeting.
Scientific Symposia Ltd. Symposium on "Techniques for the microbiological examination of foods, pharmaceutical and cosmetic products". The City University, London EC1, October 7-9. Those wishing to contribute original papers are asked to send details to the organisers, Scientific Symposia Ltd, 121 King Street, London W6 9JG.
Institute of Packaging. Course on "The packaging of pharmaceutical products", White House, University of Sussex, September 28-October 3 (fee £118.80 members, £129.60 non-members, with reduced rates before July 18. Closing date September 5). Details from education and training officer, Institute of Packaging, Fountain House, 1a Elm Park, Stanmore, Middlesex HA7 4BZ.

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Buyers Guida.
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